



A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED).

VOL. XXI.

CHICAGO, ILLINOIS, NOVEMBER 15, 1902.

No. 5.

{ ONE DOLLAR PER ANNUM,  
SINGLE COPY, TEN CENTS.

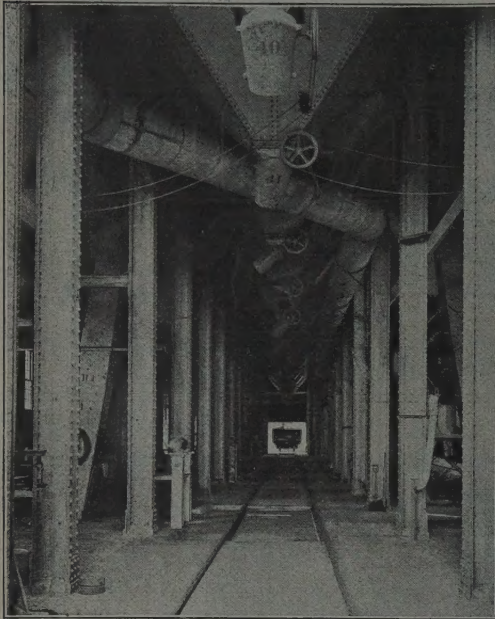


RIALTO ELEVATOR A, SOUTH CHICAGO, OWNED AND OPERATED BY NYE & JENKS GRAIN COMPANY.  
Macdonald Engineering Company of Chicago, Engineers and Contractors.



### NEW RIALTO ELEVATOR A.

Another new large steel elevator adorns the bank of the Calumet River at South Chicago, Ill. This latest house, whose machinery has but recently been set in motion, is the Rialto Elevator A and was built for the Nye & Jenks Grain Co. by the Macdonald Engineering Company of Chicago. The elevator deserves especial mention, as structural beauty has been combined with strength and solidity in making a fireproof house that would seem to



VIEW OF TRACK FLOOR, RIALTO ELEVATOR A.

be the culmination of a modern grain elevator building of steel construction.

The elevator has a capacity of 1,000,000 bushels and is located at One Hundred and Fourth street and Calumet River, South Chicago, with track facilities to all lines of railway entering Chicago. The dimensions of the building, outside of the engine room, are 71x256 feet and it is 170 feet in height. The house rests on a solid foundation of concrete over piling. There are in all 83 steel tanks or bins of about 12,000 bushels capacity each. They are built upon columns about 20 feet in height, thus giving plenty of ceiling space in the working floor beneath them.

On this floor there are eight large steel Invincible Grain Cleaning Machines with a total capacity of 16,000 bushels per hour, and three large steel Invincible Oat Clippers with a capacity of about 4,000 bushels per hour. The house has an equipment of ten legs, five receiving and five shipping, with a capacity each of 12,000 bushels per hour. Two railway tracks extend the entire length of the building on this floor, which accommodate ten cars. A track also extends along the side of the elevator opposite the river for receiving grain from the bins.

The cupola rests on the bins and is of steel construction with a height of about 80 feet. It contains a line of ten Fairbanks Hopper Scales with capacity of 84,000 pounds each. Beneath the scale hoppers is a belt conveyor 256 feet in length which takes grain from either end of the elevator and discharges it into any bin.

The engine room is of brick and contains four boilers and a 1,000-horsepower Atlas Steam Engine. The machinery equipment was furnished by the Webster Manufacturing Company of Chicago, and to complete a perfect outfit the elevator is furnished with Day's Dust Collecting System.

The outside steel bin wall of the elevator is covered with tiling, and the entire house is as nearly an absolute fire proof construction as modern science and constructive methods can make it.

Mr. H. S. Cox is superintendent of the elevator, and to-day everything and everyone is busy in a house which is fitted to keep running for many years while western harvests continue to be gener-

ous and shippers continue to send their grain to the Garden City's elevators.

### PROPERTY RIGHTS IN MARKET QUOTATIONS.

The United States Circuit Court of Appeals, sitting at Chicago, in a decision handed down on October 28 has, unless the United States Supreme Court should reverse the ruling, established the important principle that news gatherers have a property right in the results of their work. Applying the principle to market quotations, the court holds that the Western Union Telegraph Company has a right to property in the news which it gathers, and that such right does not cease when the news is published on the tickers rented to its patrons. In laying down this new principle the Court of Appeals affirms two decisions of the lower court, and forever enjoins the National Telegraph News Company, the Illinois Commission Company and other defendants from using the quotations in question.

The court (Judges Jenkins, Grosscup, Baker and Bunn) says: "The immediate business of appellee, brought to our attention, may not arouse any great solicitude. It relates to the gathering and distributing of news, not looked upon, perhaps, in all quarters as essential to the public welfare. But the questions raised are of much wider significance. They involve, among others, that modern enterprise—one of the distinctive achievements of our day—which, combining the genius and the accumulations of men, with the forces of electricity, combs the earth's surface each day for what the day has brought forth, that whatever befalls the sons of men shall come, almost instantaneously, into the consciousness of mankind. By such agencies as these the world is made to face itself unceasingly in the glass, and is put to those tests that bring increasing helpfulness and beauty into the heart of our race.

"Is the enterprise of the great news agencies or

the property character of market quotations by affirming the decision of the United States District Court to the effect that the Chicago Board of Trade can control its quotations, and that no one has the right to use them without complying with the regulations of the Board regarding their distribution.

### HAY CLASSIFICATION ILLEGAL.

The case of the National Hay Association vs. The Lake Shore & Michigan Southern Railway Company and twenty other companies before the Interstate Commerce Commission, involving the legality of the change (January 1, 1900) in the classification of hay and straw from the sixth to the fifth class and the increased cost of transportation resulting from the higher fifth class rates, was on October 28 decided in favor of the Hay Association by a unanimous Commission. The pith of the decision, which is quite a lengthy review of the facts presented by the testimony taken in the case, is given in the last paragraph of the report and opinion of the Commission, and is as follows:

"We are of the opinion that the defendants are mistaken in believing that hay and straw were improperly classified and carried by them as sixth class freight and that their action, January 1, 1900, whereby those commodities were raised to fifth class and thereafter charged fifth class rates, was unreasonable and unjust and resulted in unlawful discrimination and prejudice against hay and straw in localities in official classification territory wherein those commodities are produced and against producers, shippers, dealers and consumers of such articles in that section of the country."

The complaint of the Hay Association was (1) that the higher classification was unreasonable and unjust, alike to producers, shippers and consumers of hay, prejudicial to the traffic in hay and a discrimination against hay and straw in favor of other feeding products and against localities; and (2) that the higher fifth class rate "operated to render nugatory the protection to American hay that the



LINE OF TEN FAIRBANKS SCALES IN RIALTO ELEVATOR A.

the independent enterprise of the great newspapers, or the great telegraph and cable lines to be denied appeal to the courts against the inroads of the parasite for no other reason than that the law, fashioned hitherto to fit the relations of authors and the public, cannot be made to fit the relation of the public and this dissimilar class of servants? Are we to fail in our plain duty for mere lack of precedent? We choose rather to make precedent—one from which is eliminated as immaterial the law grown up around authorship—and we see no better way to start this precedent upon a career than by affirming the order appealed from."

On the same date the court further established

customs duty [of \$4 per ton] was intended to give, [by] compensating shippers of Canadian hay to the extent of three-fourths of said duty," and enabling Canadian hay to compete with American hay in the markets of New England and the Atlantic Coast states.

The evidence disclosed the fact that the National Hay Association is an incorporated association with members in twenty-seven states; that the defendants are common carriers in the territory east of the Mississippi River and Chicago and north of the Ohio and Potomac Rivers in the so-called "Official Classification Territory;" and that on January 1, 1900, the classification of hay and straw was raised



from the sixth class, in effect from April 1, 1887, to January 1, 1900 (with the exception of four months nominally and one and a half months actually, in 1894), and that said higher class rate increased the Chicago-New York rate on hay \$1 per ton and proportionately from all other points in the "Official Classification Territory," the percentages ranging from 80 to 110 of the Chicago-New York rate, with added arbitraries for Boston and points taking the Boston rate.

It was further shown by the testimony that the immediate effect of the change in classification and rate was to diminish the quantity of hay shipped from the Middle West to Boston, New England and New York City, and to increase the imports of hay, the latter leaping from 19,872 tons in 1899 to 143,890 in 1900 and 142,627 tons in 1901, all but a few tons of which came from Canada and were consumed in New England and the state of New York. While the defendants claimed these imports were due to short crops of American hay in the years named, yet it was shown that the actual rates on Canadian hay compared with those from the West were such as to offset the duty and to encourage importation from Canada, where New England must obtain hay when it is imported. It also appeared that in Western Classification Territory (west of the Mississippi and Chicago) hay and straw are in Class C, which takes a lower rate than fifth class in "official" territory; and that the same is true in "Southern Classification Territory" (south of the Ohio and Potomac Rivers and east of the Mississippi). In both these territories there are commodity rates, which in practice include both hay, straw and grain, which are lower than the class rates; and in the South, although the scale of rates is higher than in the "official" territory, nevertheless the actual adjustment favors hay and straw.

Much space is given to a statement of the technical side of the case, taking the form of a comparison of the value of hay and straw with those of other articles in the fifth and sixth classes; the magnitude of the tonnage, the method of loading, car detentions, and their influence on the earnings of the railways interested, as well as the fluctuations of rates, etc., the Commission on the showing made arriving at the legal conclusions,—

(1) Carriers may "determine for themselves what are proper rates in the first instance; but when, as in this case, they make numerous rate advances by concerted action and under circumstances not showing justification for increased revenue, they cannot successfully plead the excuse of financial necessity where the legality of such action, as applied to any given commodity, is challenged; and the controlling question must be the reasonableness and justice of the advance in classification and rate upon the facts shown in the case."

(2) It is the legal duty of carriers to so classify commodities as to distribute the burdens of transportation equitably and without discrimination; and even when more revenue is needed, the carriers may not select one or more articles to alone bear such burden.

(3) The defendant carriers, by keeping hay and straw in the sixth class for thirteen or more years, thereby admit that such classification was reasonably high.

(4) On staples which supply large tonnage and are among the cheapest articles of commerce, rates yielding only moderate profit to the carriers are necessary and justifiable, even though, as in this case, the cost of handling them may be slightly higher than of handling other articles of the same class.

(5) It is not possible in a classification like the "official," with but six general classes, to bring together only such articles as shall strictly resemble each other in all respects, the best that can be done is to put articles having a general similarity in the same class.

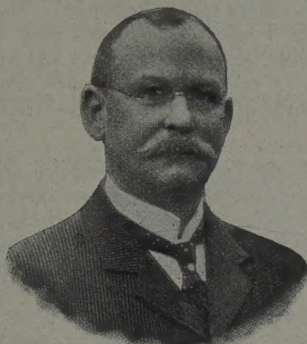
(6) Hay corresponds more nearly with articles taking the sixth class rate in "official" territory than with those in the fifth class. Although compared with some articles in the sixth class, hay may yield less revenue per car, it does not follow that taking the traffic as a whole hay will not give an

average revenue per car per mile as other articles of the class; and it is a more profitable freight to the carriers than many articles of the class, because of the large and steady volume of traffic, etc.

### JOHN W. SNYDER.

John W. Snyder of Baltimore represents the East on the directory of the Grain Dealers' National Association as director-at-large.

The selection of Mr. Snyder for this place was a happy one. It gives the East a place in the management of the Association and representation at



JOHN W. SNYDER, BALTIMORE.

the hands of one of the oldest receivers on the Atlantic Coast as well as one of the most enthusiastic Association workers east of the Alleghenies.

Mr. Snyder is junior member of the firm of Hammond & Snyder of Baltimore, and has been identified with the grain business through all his business life.

### DAN JOSEPH.

Conspicuous among the reliable grain men of the Southeast is Dan Joseph of Columbus, Ga. For seventeen years (or since 1885) he has represented first-class Northern and Western houses in that



DAN JOSEPH, COLUMBUS, GA.

territory; and while making himself year by year a more potential factor in the grain trade of the Southeast, he has done so by no concessions to the objectionable methods too common in the trade in that section of the country. In fact, Mr. Joseph is taking an active part in the work of organizing in the Southeast an association to be affiliated with the National Association in order to protect the good name and the honest men of the trade in that section from the many pirates, from both north and south, that infest it.

Mr. Joseph has recently built on a site adjoining the tracks of the Central Railroad of Georgia in Columbus a warehouse with a capacity of 150 cars, including cold storage facilities for handling provi-

sions and fresh meats. He writes that both the corn and oat crops of that section were failures this year, and that hundreds of cars of oats and probably half a million bushels of corn will be needed for Columbus alone between now and July next for milling and feeding purposes.

Mr. Joseph is a keen lover of sport, and has his kennel of those choice English setters so dear to the hearts of all genuine sportsmen and dog fanciers. Quail being abundant, the sport is unlimited; and he tells us that it is no uncommon trick for a pair of good shots to bag a hundred birds (grain fed) in a day's outing.

### ASSOCIATION OF THE LOWER GATEWAYS.

A meeting of grain dealers interested in the grain trade in the Southeast was held at St. Louis on October 14 to organize an association for mutual benefit. The meeting was held in the office in the Merchants' Exchange building of E. S. Tompkins, commissioner of the St. Louis Traffic Bureau. Those present were M. Kennedy, E. L. Bartlett, John Weidmer, W. B. Harrison, F. W. Seele, A. P. Richardson, J. E. Hall and E. Tompkins, St. Louis; W. P. Trickett, commissioner of the Kansas City Traffic Bureau; H. Bradford, C. N. Wisner, E. C. Buchanan, W. G. Cannon and J. S. Durant, commissioner, Memphis; F. C. Vincent, Chicago; A. Pendleton, Chicago and St. Louis; M. L. Dyer and C. M. Bullett, Henderson; H. E. Holliday and J. B. Magee, Cairo.

The association organized was called the Grain Dealers' Association of the Lower Gateways, and the following officers were elected: H. E. Holliday, Cairo, chairman; J. B. Magee of Cairo, secretary; executive committee—H. E. Holliday, chairman; R. Pendleton, Chicago; John Weidmer, St. Louis; M. L. Dyer, Henderson; C. N. Wisner, Memphis.

The immediate object of the Association, which is intended to be a permanent organization, is to obtain, if possible, a reversal of the decision of Arbitrator Faithorn on the shrinkage question, referred to editorially in these columns in the October number.

The decision referred to has been acquiesced in for the present, but it is apparent that this ruling in reference to shrinkage at certain gateways cannot be regarded as a permanent one, owing to the resulting discrimination in rates. The rule will be a cause of continued friction, and it would appear from the tone of the discussion at the meeting named that unless some traffic manager shall be found to bring forward an acceptable plan of settlement of the question, an appeal may be taken to the courts.

The lower "gateways" mentioned are Evansville, Ind.; Henderson, Ky.; Cairo, Ill.; Memphis, Tenn., and St. Louis; against which the Faithorn decision discriminates in favor of Louisville and Cincinnati.

### CEREAL CLUB RESOLUTIONS.

At a special meeting of the Des Moines Cereal Club held at Des Moines, Iowa, on October 7, 1902, the following resolutions were unanimously adopted:

Whereas, The members of this Club were the honored guests of the management of the C. & N. W. Ry. Co., to and from the seventh annual convention of the Grain Dealers' National Association in session at Peoria, Ill., on October 1-3, inclusive; therefore, be it

Resolved, That the personal thanks of all members of this Club be extended H. R. McCullough, third vice-president of "The North-Western Line," whose solicitude for our comfort and interests prompted his tender of the hospitality of his Line.

Resolved, That the personal thanks of all members of this club be extended E. D. Brigham, General Freight Agent; J. L. Ferguson, Assistant General Passenger Agent; F. P. Byman, Assistant General Freight Agent, and L. F. Berry, General Agent, to whose energy and personal attention the interest and pleasure of their trip were so much enhanced.

Corn oil is coming to be largely used in the manufacture of India rubber substitutes.



### CORN PRODUCTS PLANT FIRE.

The large plant of the Corn Products Company at Taylor street and the river, Chicago, was damaged by fire, which was discovered shortly before midnight October 21.

The fire originated in the six-story building known as the "Annex" and used as a dry plant, and spread with such rapidity that the employees found escape by way of the elevators and stairways cut off and were compelled to seek the windows. Although the firemen made desperate efforts to rescue the men a number jumped to escape the flames and were either killed or badly injured. At least six men were killed in this manner.

George Mitchell, the night foreman in the dry plant discovered the fire but was unable to account for its origin. He made an attempt to extinguish

Our illustration is the reproduction of a photograph taken the morning following the fire while the ruins were still smoking and the fire department was pouring water over the wrecked building.

### A MEETING TO DISCUSS THE CHICAGO GRADE OF NO. 2 CORN

A meeting was held in the office of the Illinois Railroad and Warehouse Commissioners at Chicago on the afternoon of October 22 at which Commissioners French and Neville presided for the purpose of discussing the advisability of lowering the grade of No. 2 corn. There was a good attendance of the elevator men and receivers and shippers of the Board of Trade, and there were also present Geo. A. Stibbens, secretary of the Grain Dealers'

our grade of corn more in conformity to that of other markets. Every other market has its committee which meets in the beginning of the season and forms the grades for the season. Baltimore does this and her grades stand preëminently high in all markets. Corn, the Baltimore standard, must be sound, dry and reasonably clean. I have bought corn in the West and naturally have had to hedge in the Chicago markets. This has been disastrous to me, not because I was at fault, but because I could not make delivery. This corn has been very satisfactory in other markets. It seems to me that much of the corn that comes in No. 3 could go No. 2 and not hurt the speculator or any one engaged in the trade. The Board of Trade has built up a large market here, but grades have been gradually tightened until it is almost impossible to get a contract grade in the market."

H. Hemmelgarn thought that the claim that there were different grades made in the out-inspection and in-inspection of the same grain should be investigated. In his opinion the changing of the grade was a serious matter and should not be passed upon without rigid examination.

N. W. Bartlett said he agreed with the remarks of President Warren. The confidence of the public in the stability of the Chicago grades should not be shaken. Difference in conditions between Chicago and Baltimore required different grading of grain. Chicago buys millions of bushels of grain every year to carry through the germinating season, while Baltimore was not a carrier of grain, the grain simply passing through there in transit.

W. N. Eckhardt thought that No. 2 corn should be dry, but that the inspection department was often too stringent as regards damaged corn and dirt in the corn. The corn should carry a reasonable amount of damaged corn and a little dirt. He was satisfied that the inspection could be made more uniform if the inspectors had some standard to go by. Country shippers had been discouraged on account of the irregularity of the inspection. He thought also that oats were too low for standard oats and that they could be graded on a more satisfactory basis whereby the trade would have more confidence in it.

Mr. Hemmelgarn stated that as regards oats being seven-eighths white and one-eighth black oats allowed, there was an opinion of uncertainty as to what the one-eighth should be, as no one would take the stuff with the aforesaid one-eighth mixture.

Mr. French replied that the commissioners had objected to this rule, but that it had been made at the request of the Board. It could be changed whenever they saw fit to make the change.

Geo. A. Stibbens said that he had called the attention of Mr. Bidwill to the fact that corn was not graded according to this rule; that should he send a car of corn to Chicago mixed in the same proportions as the samples of No. 2 yellow or No. 2 white as furnished him by the chief inspector it would not grade as No. 2 yellow or No. 2 white. He thought that it would be well for the inspection department to prepare samples of corn that would represent the grades they were intended to represent.

Mr. Bidwill said that nearly every one had seen the samples named. He had fixed up samples of seven-eighths white oats and one-eighth black and they would not be accepted as No. 2 white oats. He had recommended to the Commission that a change should be made and said that this was the proper time to discuss the matter.

Charles Counselman was not in favor of letting down the inspection of No. 2 corn, coming out of the new corn. He was in favor, however, of lessening the rigidity on No. 2 corn during the period of navigation except during the germinating season. There were competitive markets about Chicago that were drawing grain away every day. The idea was still adhered to that No. 2 should be almost spotless, hard as wheat and absolutely free from dirt. The proper interpretation of the rules would mean that corn should not be bone dry or wood dry, but commercially dry. The inspection should be fair to the buyer and to the seller and the grade should



RUINS OF THE CORN PRODUCTS COMPANY'S DRY PLANT AT CHICAGO.

the flames, but finding his efforts unavailing turned in an alarm. In less than half an hour the building was in ruins.

When the fire was apparently under control the south and west walls collapsed and the flames again burst out, the wind carrying them to the main building, which caught in a dozen places. The structure was equipped with automatic sprinklers and the hose from the fireboats in the river were attached to the sprinkler system, the building being flooded before the flames could gain any headway.

The plant was the largest of the Corn Products Company's properties and had a daily capacity of about 30,000 bushels of corn, which was manufactured into glucose, sugar, starch, etc. The first estimate of the loss was placed at \$400,000, but a later statement issued by the officers of the company said that this figure was too high. There was no stock in the building except such as was in process of manufacture and probably \$200,000 will cover the entire damage. The building will be replaced at once, plans for the new structure now being in preparation. There was no insurance, as the Corn Products Company carries its own risks.

National Association; Chief Inspector Bidwill and Supervising Inspector Smillie.

The question of lowering the grade brought forth a very earnest discussion from those present, the general opinion being that the rule was right, but the interpretation of it often faulty.

The meeting closed with the unanimous adoption of a resolution that the present standard of No. 2 corn be maintained.

The meeting was opened by H. B. Slaughter, member of the Warehouse Committee of the Board of Trade, who said that the Railroad and Warehouse Commission had set this time for the hearing of complaints and that all who had such should make them known.

W. S. Warren, president of the Board of Trade, said that he was opposed to any lowering of the present grades. In his opinion Chicago owed her supremacy as a grain market very largely to the fact that grades had always been maintained, never having adopted a changing system to meet the conditions of the various crops. The market had been built up on its present grades and a great mistake would be made in lowering them.

Richard Gambrill said: "I think we should have

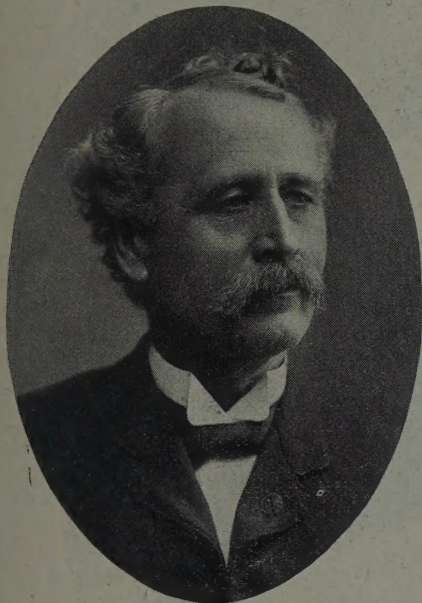


not be higher than was necessary. The proper interpretation of the rules would allow much more freedom to the inspectors who would then, when a corner came on, not grade everything No. 3 simply in order to avoid responsibility.

Mr. Slaughter said that the complaints that had come to them had not been in regard to dryness but as regards to dirt and damaged corn.

Mr. Eckhardt thought that the inspection department had been all right as regards dryness, the complaints being chiefly as regards to corn and dirt.

Mr. Stibbens called the attention of the meeting to the frequently suggested idea that in-inspection and out-inspection are two different propositions.



VAN R. ST. JOHN.

If there was anything wrong with the out-inspection of corn it should be remedied, as it would react against the interests of the Chicago market.

G. W. Patten said substantially that he did not believe there was a different inspection for incoming and outgoing grain, and thought that the Chicago inspection department the best in the world.

Geo. E. Marcy did not think the present inspection of corn should be interfered with. It was his opinion that the department had been a little too rigid at times in interpreting the rule. He thought the statements made that there was an in-inspection and out-inspection was contrary to the fact.

F. H. Hancock of Des Moines, Iowa, said as far as he was concerned he was perfectly satisfied with the Chicago inspection department.

### SHRINKAGE OF CORN AND HAY.

Among the subjects of discussion at the recent meeting of the Illinois Farmers' Club was the question of shrinkage of hay and corn in storage.

As to hay, Eugene Funk of McLean County stated that bales of hay weighing 125 pounds when first put up, shrank to 116. Mr. Maxcey of Sangamon County said that his hay shrank 20 pounds per bale.

Discussing the shrinkage of corn, Mr. F. A. Warner stated that on December 6, 1901, 20,625 pounds of corn were put into a crib set on scales. This was weighed every Saturday afternoon until September 25 of this year, when it was found that the corn weighed only 19,635 pounds, a shrinkage of practically 5 per cent.

The first car of new corn to reach Chicago came in on October 19 from Sterling, Ill. It was damp and inspected no grade. It was sold by Richard Powell of J. A. Edwards & Co. at 35c, free on board, to Richardson & Co.

The annual meeting of the Northwestern Ohio Grain Dealers' Association was held in October on 'Change, Toledo. The old board of officers was re-elected. L. S. Churchill is president; W. C. Mullally of Weston, Ohio, is secretary, and James Hodge is treasurer.

### VAN R. ST. JOHN.

Van R. St. John, who is operating at Utica, Ill., one of the oldest houses still remaining on the I. & M. Canal, is a New Yorker by birth and training, having been born at Cato, Cayuga County. From about twelve years of age until arriving at manhood he lived or worked on a New York farm, but on reaching twenty-one years of age he began clerking in a store. This career was interrupted by the Civil War, in which he took part as a volunteer in Battery C, Third N. Y. Artillery. Among his varied experiences in the army was an attack of yellow fever at New Bern, N. C., in the fall of 1864.

On returning from the war, he resumed his place in Underhill & Lyon's store at Red Creek, Wayne County, N. Y., in which six months later he obtained a one-third interest. Two years later he owned the business and continued it until the spring of 1873.

Coming west, he drifted into the grain trade at Midland City, DeWitt County, as a member of the firm of Turner & St. John. After two years he sold his interest there and took a position with Cadlington & Barrett at New Holland, Logan County, a business which two years later he purchased and continued until 1891, when he bought a bunch of the stock of the Mt. Pulaski Grain Company and removed to Mt. Pulaski to assume the management of the company. In 1896 he sold his stock, and in 1898 went to Harvey, Ill., as superintendent of the transfer elevator there of the Middle Division Elevator Company. In May, 1901, he bought the elevator at Utica, which had been owned and operated for many years by C. F. Pulsifer.

Utica has for many years been a heavy shipper of corn and oats, being located right in the heart of what the Illinois Valley Grain Dealers' Association

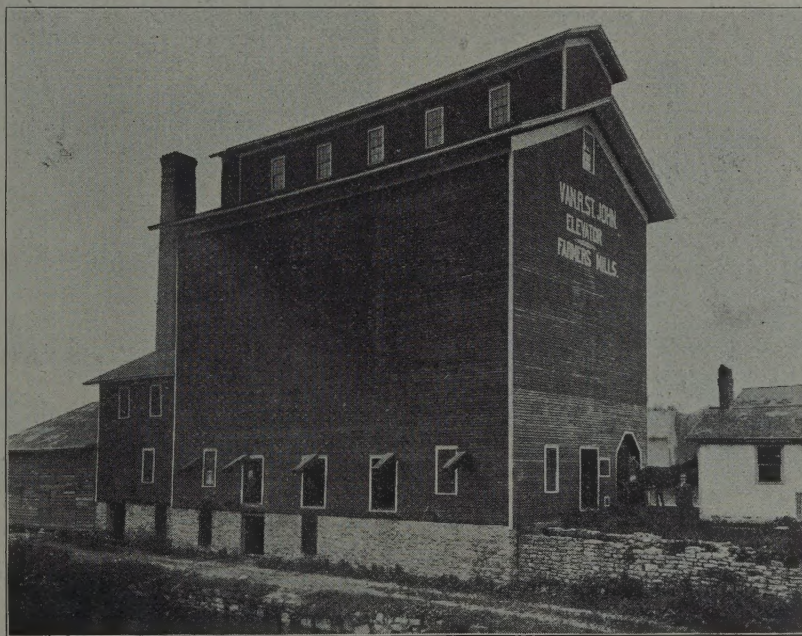
There is also a corn crib of 15,000 bushels' capacity with double-shingle roof.

The elevator, though over 30 years old, having been honestly built of good materials, is to-day as sound in every part and as plumb and firm as the day it was erected. Indeed the inspector of the Millers' National Insurance Company recently pronounced it one of the most substantial houses in that portion of Illinois, which may hardly be said thirty years hence of many houses now going up after they shall have had the wear of a generation.

### CORN PRODUCTS COMPANY.

The formation of the Corn Products Company has made a material difference in the status of the glucose industry, originally practically the only product of the Glucose Sugar Refining Company's great plant at Chicago. At present the Corn Products Company makes practically all the manufactured articles that can be obtained from corn, except alcohol. Not only does it produce the bulk products for sale to manufacturers, but it goes further and is now turning out many of the manufactured products ready for the consumer. In the glucose business, instead of merely selling the glucose in bulk to sirup manufacturers, it now makes its own sirups and sells them ready for consumption. These are put in special cans, some of them of particular forms and patented. The trade marks and distinguishing features are copyrighted. This brings the company one step nearer the consumer.

In the starch business, through the acquisition of the National Starch Company, the Corn Products Company now controls practically all the starch output of the country. It makes all the various kinds needed by the consumer, and has the brands



GRAIN ELEVATOR OF VAN R. ST. JOHN AT UTICA, ILL.

Peoria convention badge called quite truly the "garden spot of the state." When the house Mr. St. John now owns was built (1870) shipments were made by canal only and houses were built for heavy storage in the winter months. Its capacity is 50,000 bushels in fifteen bins. The building stands alongside of the canal on a stone foundation resting on bed rock. The crib type of construction was used, the materials being 2x10's and 2x8's, with bin partitions of 2x8's and 2x6's. Steam was the original power for handling the machinery, but when Mr. St. John bought the house he substituted a 25-horsepower Olds Gasoline Engine. He also put in new machinery throughout, including a Marseilles Sheller, Barnard & Leas No. 2 Cornwall Corn Cleaner, Bowsher No. 8 Feed Mill and a No. 1 Wilford's Roller Mill. The driveway into the elevator is on a level, the dump sinks being in the basement.

In connection with the elevator is a house for oats exclusively having 24,000 bushels' capacity.

and trade marks that are so valuable in this kind of a business. For these reasons opposition companies no longer have the opportunity for profitable competition that formerly existed.

Several cars of new corn reached Toledo on November 1 from Illinois. The grain graded No. 4 white, being very damp, with bad grains. Last year Toledo's first new came from Grelton, Ohio, on October 12, and sold at 47 cents.

Members of the Grain Handlers' Union, working for Balfour, Guthrie & Co., on Oceanic Dock, at Portland, Ore., on November 1 went on strike and tied up the shipping business there. The grievance was against this one firm of exporters and was for recognition of the Union. There was no dispute about the question of wages. Four days later the non-union men joined the union and business was resumed.





VIEWS OF THE YARDS, SHIPS AND MILLS OF THE EDWARD HINES LUMBER COMPANY OF CHICAGO.

1. Part of the Edward Hines Lumber Company's fleet of vessels. 2. Logging train arriving at mill with logs from the Company's logging camps. 3. Showing part of the equipment of the Edward Hines Lumber Company. 4. Sectional view of yards, showing manner of piling the Company's lumber. 5. View of entrance to Edward Hines Lumber Company's yard during the noon hour. 6. Steam Hoisting Derrick. 7. One of the Edward Hines Lumber Company's booms. 8. Showing method of piling high-grade lumber, the lumber shown being valued at \$100 per M. 9. One of the five large saw mills owned by the Company. 10. One of the Edward Hines Lumber Company's steamers loading at one of their northern mills.



## PLANT OF THE EDWARD HINES LUMBER COMPANY.

One of the important sights to see in Chicago is the largest lumber yard in the world. From the grain man's standpoint this is of interest as an industry on which the trade is so largely dependent for its lumber supply, and from a Chicago standpoint it is gratifying in that the city holds an institution of such standing. It demonstrates the equality between grain and lumber. Chicago being one of the largest grain handling points in the world, it maintains also its prestige as a lumber market. While conditions have changed materially in the lumber situation in the past few years caused by changed freight rates and change in sources of supply and other conditions, yet this company claims not only to do the largest amount of business, but carries in stock in Chicago the largest amount of lumber of any firm here, or of any firm throughout the globe.

The pictures on the opposite page are from photographs taken in the company's yard. The yards, office, sheds and mills of the company are located on Lincoln Street south of Blue Island Avenue, and embrace a mile and a half of dock frontage with double track capacity for 200 cars. Thirty boats of the largest size that enter Chicago Harbor can be unloaded at one time and it is not an unusual sight to see lumber being loaded into a line of 150 cars. There is piling capacity for 75,000,000 feet of lumber and the planing mills take care of 700,000 feet of lumber in 10 hours.

The transportation facilities are supplemented by a fleet of 15 lake steamers which are operated between the plant at Chicago and the firm's extensive lands in Northern Wisconsin and Michigan. In these states they own about 500,000,000 feet of standing pine lumber and several large sawmills are operated in this territory. The Chicago yards are particularly well situated for handling lumber, with modern improvements and machinery for taking care of the longest and heaviest sizes as quickly, easily and cheaply as the smallest pieces.

The company keeps in stock everything and anything that might be called for in the construction of any size building either in a rough character, or the finest white pine of the highest value; and this whether it be designed for use in Maine, New York, Mexico or California, as shipments are made to any of these points. A recent shipment of several cars of lumber was also made to Nova Scotia. The timber is handled entirely by machinery thus reducing to a minimum the cost of handling.

Stocks in all lengths and sizes are carried and orders can be filled in 24 hours' notice whether by the car or train load. As an instance of the rapidity with which orders are handled an order was placed over the telephone from Ohio one day recently at 5 p. m. The following day at 4 p. m. the entire order, embracing 19 car loads of lumber of various sizes, a greater part of it having had to be dressed, left the yard and on Monday morning was on the buyer's side track in Ohio ready to go into the bridge, which had been washed away, for which it was destined. It is said that such instances, while not common, are very frequent.

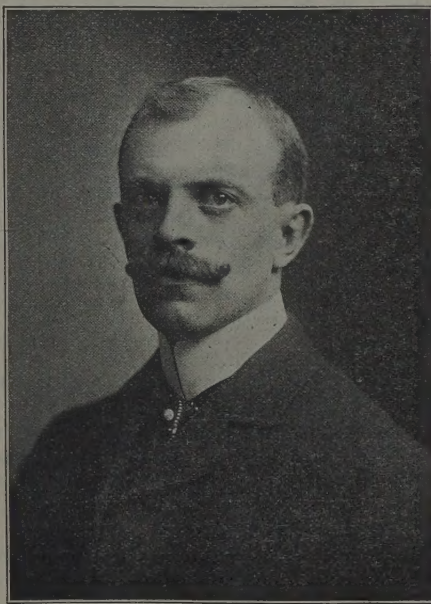
The officers of the company are Edward Hines, president, L. L. Barth, vice president, and E. F. Wiehe, secretary. The officers are among Chicago's progressive business men and are thoroughly conversant with all the details of the lumber trade. Under the firm's management the business has grown rapidly and constantly since 1893, the volume of business for the year ending May 1, 1902, being 346,648,316 and for the year ending May 1, 1901, being 263,785,267 feet. The company has furnished some of the largest elevator orders in Chicago as well as throughout the country. A specialty is made of lumber for heavy buildings and grain elevator construction. They have supplied numerous line elevator companies with lumber for houses along their entire systems and their extensive facilities enables them to fill their orders the same day or the next after they are received.

## SAM R. PARKE.

Among the later additions to the number of bright young men identified with the grain business in Iowa, few have come on the scene better equipped to win success than Sam R. Parke, who was recently appointed manager at Creston, Iowa, for the Weare Commission Company of Chicago. Born in Canada in 1869, and orphaned at twelve years of age by the death of his father, Mr. Parke became a telegraph operator, and as such from 1887 to 1890 was employed by various western railroads, a part of the time as train dispatcher.

His first touch with the grain business was at Minneapolis in 1890, where he took Chicago markets from two instruments simultaneously. Subsequently he became a press association reporter and was engaged in that capacity for about five years on daily papers at Minneapolis, Columbus, Milwaukee, St. Louis and elsewhere until poor health compelled him to abandon that profession.

Turning again to his old occupation, he entered the employ of Counselman & Day of Chicago in 1897, serving for a year in their Chicago office and for the following year in the St. Louis office. He was later employed as Chicago operator for Bart-



SAM R. PARKE, CRESTON, IOWA.

lett, Frazier & Co. for about a year. Here he was found useful off the wire as well as on.

It was while with Bartlett, Frazier & Co. that he was sent to Lincoln, Ill., to temporarily assist H. H. Randolph, then that firm's correspondent at Lincoln, and succeeded so admirably that on Mr. Randolph's request he was released from his engagement with Bartlett, Frazier & Co. and was employed by Mr. Randolph in building up an option business in the Illinois corn belt. This work occupied his attention from January, 1900, to August, 1902, during which time he established four important offices for Mr. Randolph.

In August last he resigned in order to better himself financially, and after refusing no less than six different positions, accepted the proposition of the Weare Commission Company to take charge of their Creston office.

In addition to his extensive travels in America as telegraph operator and reporter, Mr. Parke in 1896 went to Europe, where he visited nine different countries as a tourist, the trip having been made solely for its educational value and to regain his health.

It is interesting to note the legal weight of corn in some of the Southern states, where the best method of protecting the corn from the attacks of the weevil, as well as from rats, is to crib the corn with the husks on. The legal weight of corn, for instance, in the state of Tennessee is as follows: Shelled corn, fifty-six pounds to the bushel; in the ear, shucked, seventy pounds; unshucked,

seventy-six pounds; green, with the shucks on, one hundred pounds. For pop-corn seventy pounds is required for a bushel. In the barrel method of buying and selling in the same state, provided the corn with the shucks on is fully matured, five bushels are required for a barrel.

## NATIONAL ASSOCIATION COMMITTEES.

The following is a list of the standing committees of the Grain Dealers' National Association for 1902-3:

**EXECUTIVE COMMITTEE.**—Chairman, Theo. P. Baxter, Taylorville, Ill.; J. W. McCord, Columbus, O.; J. P. Harrison, Sherman, Texas; D. Hunter, Hamburg, Ia.; Geo. A. Stibbens, Chicago, Ill.

**ARBITRATION COMMITTEE.**—Chairman, I. P. Rumsey, Chicago; Jay A. King, Nevada, Ia.; W. T. McCray, Kentland, Ind.

**TRANSPORTATION COMMITTEE.**—Chairman, B. A. Lockwood, Des Moines, Ia.; S. W. Yantis, Buffalo, N. Y.; H. E. Haliday, Cairo, Ill.; G. L. Graham, St. Louis, Mo.; M. A. Rogers, New Orleans, La.

**TRADE RULES COMMITTEE.**—Chairman, C. A. Burks, Decatur, Ill.; F. B. Wells, Minneapolis, Minn.; C. D. Jones, Memphis, Tenn.; F. O. Pad-dock, Toledo, O.; W. S. Washer, Atchison, Kan.

**LEGISLATION COMMITTEE.**—Chairman, A. G. Tyng, Peoria, Ill.; Chas. England, Baltimore, Md.; L. Cortelyou, Muscotah, Kan.; G. J. Gibbs, Clifton, Texas; Dan'l P. Byrne, St. Louis, Mo.

**ADVISORY COMMITTEE.**—Chairman, C. T. Prouty, Kingfisher, O. T.; H. B. Dorsey, Weatherford, Texas; E. J. Smiley, Topeka, Kan.; Geo. A. Wells, Des Moines, Ia.; C. A. May, Minneapolis, Minn.; S. B. Sampson, Indianapolis, Ind.; H. C. Mowry, Forsyth, Ill.; J. W. McCord, Columbus, Ohio.

**COMMITTEE ON NEW MEMBERS—LOCAL CHAIRMEN.**—C. Knox, Toledo, O.; Frank Collins, Cincinnati, O.; R. S. McCague, Pittsburg, Pa.; S. C. Woolman, Philadelphia; Walter Kirwan, Baltimore; H. C. Bradford, Memphis, Tenn.; E. Picker, St. Louis; Chas. R. Lull, Milwaukee; C. C. Miles, Peoria; E. M. Husted, Buffalo; M. W. Lee, Minneapolis; F. M. Murphy, Indianapolis; Franklin Edson, Jr., New York; Geo. F. Reed, Boston; J. E. Bridges, Slater, Mo.; T. H. Bunch, Little Rock, Ark.; J. H. Wilkes, Nashville, Tenn.; Kingsley McCallum, Jacksonville, Fla.; A. Gerstenberg, Chicago; Geo. T. King, Richmond, Va.; Geo. W. Brooke, Atlanta, Ga.; Dan Joseph, Columbus, Ga.; C. G. Clark, Cleveland, Ohio; C. H. Tingley, Columbus, O.; R. L. Callahan, Louisville; Wm. H. Matthews, New Orleans; M. T. Russell, Des Moines, Ia.; J. J. Adams, Charlotte, N. C.; Wm. Burke, St. Joseph, Mo.; F. G. Crowell, Atchison, Kan.; James L. King, West Chester, Pa.; John H. Miller, Tyrone, Pa.; R. G. Greenhow, Vincennes, Ind.; E. A. Grubbs, Greenville, O.; John B. Daish, Washington, D. C.; A. T. Nelms, Petersburg, Va.

The total output of the jute mill operated in connection with the Washington State Penitentiary during the season of 1902, now closed, was 1,488,949 grain bags. This is 88,949 in excess of the estimate made by Warden Catron at the beginning of the year. These sacks retailed to the farmers of this state at \$6.35 per hundred and brought a revenue of \$94,548.26 to the commonwealth, which goes a long way toward supporting the state penal institution.

A farmer who was on the board the other day advanced a new plan for cribbing corn and oats, particularly damp or soft grain. He has tried it, and proved it to be a success. It is very simple and not expensive. It consists of putting tiles in the cribs. After a layer of two feet of corn he places a layer of tiles a few feet apart. They may be inserted both parallel or horizontal, with sticks run through to keep them in place. The tiles allow a free circulation of the air through the grain and absorb a large amount of the moisture. This plan is said to be especially adapted for cribbing of soft corn, and his experience is that it has always dried out without the least heating.—Inter-Ocean.



## INDIAN CORN.

God's gift to the New World's great need  
That helped to build the nation's strength,  
Up through beginnings rude to lead  
A higher race of men at length.

How straight and tall and stately stand  
Its serried stalks upright and strong!  
How nobly are its outlines planned,  
What grace and charm to it belong!

What splendor in its rustling leaves!  
What richness in its close-set gold!  
What largess in its clustered sheaves,  
New every year, though ages old!

America, from thy broad breast  
It sprang, beneficent and bright,  
Of all thy gifts from heaven the best,  
For the world's succor and delight.

Then do it honor, give it praise!  
A noble emblem should be ours;  
Upon thy fair shield set thy Maize,  
More glorious than a myriad flowers.

And let thy States their garland bring,  
Each its own lovely blossom-sign,  
But leading all let Maize be king,  
Holding its place by right divine.

—Celia Thaxter.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## LOUISVILLE HAS CHEAPER RATE.

*Editor American Elevator and Grain Trade:*—The trouble with the Memphis market is that Louisville dealers have a two-cent per hundred cheaper rate to the Southeast than we have, and they are doing over three-fourths of the business.

Very truly yours, WISNER & CO.  
Memphis, Tenn.

## BUSINESS GENERALLY SATISFACTORY.

*Editor American Elevator and Grain Trade:*—Relative to methods of doing business between the North and the South, will say, our business, generally is satisfactory. Occasionally we have some shortages in weights, but in most instances they are adjusted to our entire satisfaction, and we would scarcely know what to suggest to improve conditions. We are,

Yours truly, J. M. GWALTNEY & CO.  
Norfolk, Va.

## GRADING METHODS WILL IMPROVE.

*Editor American Elevator and Grain Trade:*—Many thanks for your kind notice of the proceedings of the chief grain inspectors' meeting at Peoria, in the last number of your valuable paper.

I trust that our efforts in the line of reform in grain grading will bear good fruit. I think if the subject is kept agitated the trade will come to our way of thinking after awhile. I notice that there has been quite a stir on the subject in Chicago since the Peoria meeting.

Yours truly, JOHN O. FOERING.  
Philadelphia, Pa.

## SOUTHERN TRADE DEMANDS EVEN-WEIGHT SACKS.

*Editor American Elevator and Grain Trade:*—We are warehousemen exclusively, doing business only for the public, and not dealing in any of the commodities that we handle.

There is one peculiar thing about the Southern trade that the Northern shippers will have to conform to before they can get into it, and that is, to a very considerable extent the buyers of grain, particularly corn and oats, require it to be put up in even-weight sacks, oats in even 5 bushels, and corn from 2 to 2½ bushels. The shipper who is doing this, we believe, is securing most of the trade.

Formerly this work was done by hand in rather an unsatisfactory manner, but now automatic scales and sackers are used and the even-weight sack has become so popular that it is almost useless to offer these commodities for feed purposes in any other package.

We have had to increase our own facilities to

meet this demand, and many of our neighbors have had to install these machines, much to their distaste, in many instances, but having seen the inevitable they are coming to it.

A very satisfactory business is expected this winter in corn, and we believe the trade, as regards volume, will be quite satisfactory.

Very truly yours, CHAS. ROUZER,  
Supt. and Treas. Nashville Whse. & Elevator Co.  
Nashville, Tenn.

## SHOULD HAVE UNIFORM GRADES AND CARLOADS.

*Editor American Elevator and Grain Trade:*—Our business with the West is in every way satisfactory on grain. The two things that would tend mostly to expedite business would be a uniform or national grading and a fixed quantity to the car. There is now too much variation in the size of cars, from 700 to 1,500 bushels of corn and wheat.

Again, No. 2 grade should be like a bank note, the same in every state.

Very truly yours,  
S. T. BEVERIDGE & CO.

Richmond, Va.

## BUSINESS RELATIONS SATISFACTORY.

*Editor American Elevator and Grain Trade:*—We do not find any material difference in the way business is conducted here and the way it is in the North, except that the majority of the business here seems to be done on credit. We are certainly doing a very satisfactory business with the North, and do not know of anything that could be done to better the conditions between the North and South, as far as their business relations are concerned.

The business men of both sections seem to understand each other very well, and we expect to see the business done between the North and the South increase very rapidly from now on.

Respectfully,

B. F. GLOVER & SON COM. CO.,  
New Orleans, La. F. P. Futvoye, Mgr.

## MOVEMENTS OF GRAIN AT NEW ORLEANS.

*Editor American Elevator and Grain Trade:*—In enclosing statement of clearances through the port of New Orleans during the month of October, I am again pleased to announce that the New Orleans Maritime & Merchants' Exchange, Ltd., inspected, out of a total of 1,607,091.50 bushels of wheat, 1,551,091.50 bushels. The S. S. Yanariva for Glasgow had on board 40,000 bushels and the S. S. America for Liverpool, 16,000 bushels, which were not inspected by this exchange.

The movement of grain through the port of New Orleans during the month of October fell behind the clearances during September, but we anticipate, from present indications, that the movement during November will be a considerable one.

FRED MULLER, Secretary.

New Orleans.

## THE MEMPHIS MARKET.

*Editor American Elevator and Grain Trade:*—We buy a great deal of stuff all over the West; that is, through Kansas, Missouri, Nebraska and Iowa. We buy a good deal of stuff in Illinois, and some little in Indiana. We never had any trouble with any of our correspondents, and we think there is very little trouble with any shipments coming to this market from either of the above sections. Of course, when stuff is bought on contract it is expected to come up to grade, and all contracts are expected to be shipped within time specified, and when the contracts are complied with we do not think there would be any trouble, where reliable people are dealt with. Of course, there are some unreliable people in all markets, and some other people who are entirely responsible, but very exacting, and who probably sometimes make complaints they ought not to make, but these are very rare cases, and hardly worth any consideration, as it does not happen often enough to be of any consequence. Our dealers here are reliable, liberal in their dealings, and always meet their drafts promptly when shippers comply with contracts.

The weighing here is done under the supervision of the Southern Weighing Bureau, which is an asso-

ciation of the grain dealers and the railroads, and they have a deputy inspector in each elevator who is a sworn officer, and who looks carefully after the weights, and we do not think there is any complaints of weights in this market from any quarter, as far as we know.

Yours truly, E. C. BUCHANAN & CO.  
Memphis, Tenn.

## NORTHERN SHIPPERS TO BLAME.

*Editor American Elevator and Grain Trade:*—This market is not classed, generally speaking, as a Southern market, as business is not done here as it is in the South. On grain that is shipped here the conditions are the same as on grain that is shipped to a market like Chicago or Toledo—drafts are paid on first presentation, irrespective of any time of arrival of grain. The large bulk of grain that is brought to Louisville is bought on "Louisville, weights and inspection."

We think by the term "Southern grain trade" is generally understood the trade in the Cotton States, who are not in the habit of paying drafts on presentation, and some of the buyers in that territory give trouble to shippers on a declining market. We do not know what can be done to make the business in that territory more satisfactory, unless it would be that each individual shipper would, independent of any one else, go on the principle that when he had been mistreated by any buyer, that he would stop doing business with him. As long as buyers in any section can take any advantages they want without being shut off from their sources of buying, we presume they will continue to do it, no matter whether the buyer is located in the North, South, East or West. The matter, in our opinion, is very easily remedied, if shippers will simply adopt business principles in their transactions. We consider that the shippers are alone responsible for the abuses that have crept into the trade.

We only want to add that we would welcome any movement toward a betterment in the trade, but we think the blame is being ascribed to the wrong people. The Northern grain men—and in this instance we class ourselves among them—are the ones at fault. The main trouble arises out of a too great anxiety to do business.

Very truly, A. BRANDIES & SON.  
Louisville, Ky.

## MUST SHIP SUBJECT TO INSPECTION.

*Editor American Elevator and Grain Trade:*—Five years ago we discontinued handling feed stuffs of all kinds. In the fall and spring we do handle considerable quantities of seed grain, such as wheat, barley, oats and rye. For ten or fifteen years we were regularly grain dealers and since that time we have had very little trouble with the Northern trade. There are two or three points, however, which we think should be considered. The principal one is the weights. It is the habit of the Northern and Western grain dealers to add practically 1 per cent to actual weight that is to be shipped. For instance, if the elevator loads a car with 32,000 pounds they will usually bill it as 32,300 pounds, and when it reaches destination it loses 300 pounds, and as this comes within their guarantee there is no recourse on the receiver.

Another point is inspection. We have been informed by one or two shippers in Kansas and another in Chicago that the inspector's certificate is left with the dealer already signed and he never sees the weight of the grain. The consequence is that sometimes the grain will be up to the quality called for and very often it is one grade lower.

All of the Northern and Western dealers are not guilty of these irregularities and the trouble with the Southern receiver is that he is generally suspicious and will not pay draft until he has inspected the grain and, as often the goods are not shipped subject to examination, the consequence is they are refused. Then another point, Northern shippers will send out invoices several days before the car of grain is even loaded at the elevator. This leads to no end of trouble.

We have recently had some little trouble like this with a prominent rye shipper. We bought a



car of rye for shipment within twenty-four hours after purchase. As a matter of fact it was ten days before the rye arrived here, when it should have come from the shipping point in four. In tracing the matter up the agent here says they did not receive the car until four days before it was delivered here. If the shipper will ship the goods exactly when he says he will and allow inspection of the goods the matter would be settled.

In the shipment of seeds, seed grain, etc., this is the rule we have adopted. It has proven entirely satisfactory to us.

Yours truly,  
Nashville, Tenn.

FRITH & CO.

#### INSPECTION SHOULD BE CONSISTENT.

*Editor American Elevator and Grain Trade:*—Referring to the meeting held in Chicago October 22 to discuss the question as to changing the rules governing the inspection of No. 2 corn, I will say that the grain shippers agree quite generally with President Warren and others that the rule should not be changed. At the same time we insist, and shall ever continue to do so, that the rule should be lived up to and not changed at the caprice of anyone in authority in times of great stringency, as during the late July, or any other corner. The rules are all right with the exception that too much emphasis is placed on the word "dry." The percentage of moisture allowable in No. 2 corn should be specified, and corn that is questioned should be submitted to a scientific test instead of being determined by the sense of feeling by any one man. The value of the property is too immensely great to be determined by crude and uncertain methods. It is the manner in which the rules are construed and enforced that the shippers of grain object to.

At the Peoria exhibition, prepared by the chief grain inspectors of all the great markets, the sample of No. 2 corn exhibited by the Chicago inspection department was the easiest to fill of any shown. No reasonable person would or could object to this sample. Now, if the Chicago inspection department will grade corn accordingly there will be no further criticism. But, no sooner is there a "corner" than great rigidity appears, and instead of corn equal in quality and condition with the sample shown in Peoria inspecting No. 2, it usually grades No. 3, and corn described in the rule governing No. 1 corn is required. This is all wrong and hard to endure. If the Chicago inspection department exhibits in Peoria a standard sample of No. 2 corn we claim the inspection in the Chicago yards should conform to that sample, corner or no corner. Otherwise the making of rules and exhibitions of samples are a "delusion and a snare."

While we do not urge the changing of the rule, we do believe the statement made by Mr. Charles Counselman to be a correct word picture of the situation, and that the inspection is altogether too rigid. Mr. Counselman states that during the last crop year he shipped to Europe more than ten million bushels of corn; that every bushel of it graded No. 2 at the European points and—take notice—not one bushel of the entire ten million was inspected No. 2 corn in Chicago. Now, if all this No. 3 corn graded No. 2 in Europe, why should it not grade No. 2 in Chicago? If it will carry safely by rail and water all over the world why it it not good enough for storage purposes in Chicago? We sincerely think it is, and that a great hardship is enforced on farmers and shippers by this rigidity. We repeat that we believe the corn required by the present inspection, especially in times of stringency, is the corn described in the rule governing No. 1 corn.

Mr. Bidwill asks: "What will satisfy a country shipper?" We reply: "Give him the same inspection on grain upon its arrival at Chicago as he gives others on its departure, and there will be no further complaint." Until this is done the country shipper is justified in protesting vigorously and persistently. We see no consistency in exhibiting a sample of corn in Peoria if the inspection in Chicago does not conform to the sample shown.

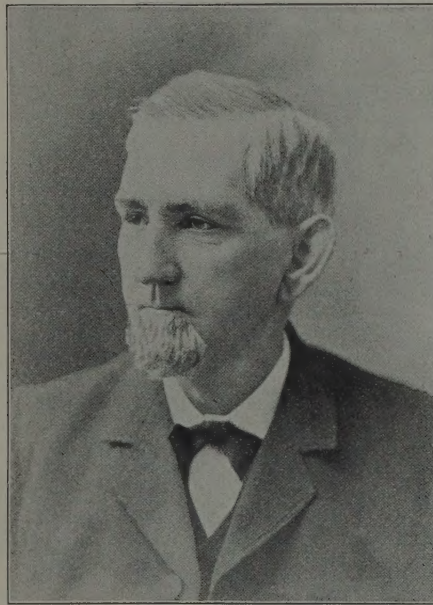
Yours respectfully,  
Decatur, Ill.

A. W. LLOYD,  
Assistant Secretary Ill. G. D. A.

#### DEATH OF G. S. CRANSON.

The death is announced of Giles S. Cranson on October 25, of old age, at his home in Silver Creek, N. Y., aged 81 years and six months.

To buyers of grain cleaning machinery and to millers few names are more familiar than that of Giles S. Cranson, the inventor and manufacturer of the Cranson Scourer, the Cranson Buckwheat Shucker and other milling and grain cleaning machines. Mr. Cranson was born at Venice, Cayuga Co., N. Y., April 5, 1821; learned the milling trade in 1840; owned and operated mills in different parts of New York state until 1875, when he engaged as traveling salesman for Howes, Babcock & Co. of Silver Creek, N. Y. He first invented a purifying flour reel or bolt; and on leaving the employ of Howes, Babcock & Co. he placed a large number of them in mills in New York state. In 1879 he invented the Cranson Roller Buckwheat Shucker, this patent being the first for a corrugated roll issued in the United States. At this time the firm of G. S. Cranson & Son was formed to market the machine, which was manufactured by Howes, Babcock & Co. until the year 1885. Then the firm



THE LATE GILES S. CRANSON.

of G. S. Cranson & Son founded the Monitor Works, bringing out at this time the Cranson Scourer.

In 1886 Huntley & Hammond bought a one-half interest in the business, when the firm of Cranson, Huntley & Co. was formed. G. S. Cranson retired from this firm in 1888 and retired from active business.

For the past three years Mr. Cranson had been gradually failing up to the time of his death. He is survived by his wife, two daughters, Mrs. C. R. Evarts and Mrs. E. Evarts of Detroit, Mich., and F. L. Cranson, secretary of the present Huntley Manufacturing Company, which succeeded to the business of Cranson, Huntley & Co.

#### WHEAT GRADES IN WASHINGTON AND OREGON.

The state grain commissioner of Washington has fixed the wheat grades for 1902-3 season and filed samples. The standards are as follows:

##### BLUESTEM.

CHOICE MILLING BLUESTEM wheat must weigh not less than 60½ lbs. per bu., and must be sound, dry, plump, of good color, free from smut, clean, and must not have mixed with it more than 15 per cent of any other variety of wheat.

No. 1 BLUESTEM must be sound, dry, reasonably free from smut, reasonably clean, and must not have mixed with it more than 15 per cent of any other varieties of wheat, and must weigh not less than 58 lbs. per bu.

No. 2 BLUESTEM wheat must be sound, of fairly good color, but little shriveled, reasonably clean, and a good milling quality of bluestem, weighing not less than 56 lbs. per bu.

No. 3 BLUESTEM is any quality of bluestem not

meeting the above requirements, but weighing not less than 54 lbs. per bu., and be also suitable for milling purposes.

##### CLUB.

CHOICE MILLING CLUB wheat is to weigh not less than 60½ lbs. per bu., must be sound, dry, clean and free from smut, besides being clean.

No. 1 CLUB must be reasonably plump, dry, reasonably free from smut, and clean, and not less in weight than 58 lbs. per bu.

No. 2 CLUB must not weigh less than 56 lbs. per bu., fairly well cleaned, and be suitable for milling.

No. 3 CLUB wheat must be suitable for milling, and weigh not less than 54 lbs. per bu.

In Oregon the grain standards committee of the Portland Chamber of Commerce met late in October to fix the grades for export business. The result of the deliberations of this committee are as follows:

The Walla Walla and Red Wheat grades are practically the same as last year and weigh 59 pounds in the Winchester measure.

Bluestem is not so good, owing to the inferiority of the large proportion of the crop which is grown in the Big Bend country, and the weight will only be 59 pounds against 60 pounds last year. The appearance is inferior, the berry being smaller with a large admixture of red berries.

It is aimed nearly as possible to make one year's standard agree with the previous year's so as not to disarrange the relative basis of values; but this it has been held to be impossible this year with the Bluestem, owing to the quality of the crop.

#### JOHN B. DAISH.

The signal victory won by the National Hay Association against the various railroads in the "Official Classification" territory before the Interstate Commerce Commission, whereby, if the decision of the Commission shall be enforced, a saving will be made to hay shippers of the Middle West of no less than three and a half millions of dollars, has brought to the front a young attorney of Washington, whose masterly management of this case, one of the most important ever brought before the Commission, entitles him to a place among the great lawyers of the country. Seldom has a cause been brought before the Commission requiring more extensive knowledge of trade conditions or wider technical trade information than this one, and never has a trade proposition of transportation been more brilliantly handled than was this, which resulted in restoring hay from the fifth to the sixth class in the territory named.

John B. Daish, claim agent and chief of counsel of the National Hay Association in this case, is a native of Michigan, having been born at Quincy on January 26, 1867. He was taken at an early age to Washington, where he was educated. After a brilliant high school course, he took his degree of A. B. at Johns Hopkins in 1888 and later took the degrees of LL.B. and LL.M. at the law school of Georgetown University. He is a member of the American Economic Association, American Historical Association and a contributor to various learned and literary journals.

On finishing his education, Mr. Daish became a member of the firm of S. S. Daish & Sons, a corporation doing a business in hay, feed, coal, etc., to the amount of over a million dollars annually. It was in the practical school of business that he acquired the very comprehensive knowledge of transportation matters and the technical details of business which, coupled with his legal attainments, made him peculiarly "the man of the hour" when the hay classification was changed in January, 1900. The lawyer-business man is a new product of our times; and Mr. Daish may be said to be a type of the class. Certainly his argument in this cause before the Commission, consuming the greater part of two days, and the printed brief, prepared by him with the assistance of his associates in the case, were models of the interpretation by a business man from a business man's standpoint of intricate legal propositions of the highest importance to the business world.

Send us the grain news of your county.



## CANADIAN INSPECTION.

The perennial explosion due to friction between the eastern and western shippers, or inspection points, of Canada occurred the other day, when the correspondence between the Secretary of the Winnipeg Grain and Produce Exchange, the Deputy Minister of Trade and Commerce at Ottawa, and the Warehouse Commission of Manitoba was made public. It appears that the Commissioner named, Mr. C. C. Castle, had but recently returned from England, where he had been to make investigation of the standing of Manitoba grain in that market. He made report that he had found that Manitoba wheat ranks high in the estimation of British millers and that there is plenty of room for expansion of trade. He further claims to have found—and this is the most important feature of his report—that the inspection of Manitoba wheat at Toronto and at other eastern points is unreliable and that unless such inspection is improved damage to the trade in Manitoba wheat will result. Samples of wheat brought back by Mr. Castle from English exchanges bearing

which the grain was shipped in. The only change in the certificate would have to be lower. The rules permit this on the theory that the grain may deteriorate in transit from the west to Toronto, and it cannot be improved by the transmission.

Wm. Johnstone, a grain importer at Glasgow, while in Winnipeg recently suggested that the dissatisfaction abroad might be obviated by limiting the issue of certificates carrying the Manitoba standard to the Manitoba district alone, and allowing eastern points, if they chose, to grant their own certificates, on their own authority, but without the insertion of the word "Manitoba." Mr. Johnstone said that it was his impression that it was incompetent for any official certificate to be issued describing "No. 1 Hard Duluth," or "No. 1 Northern Duluth" except in Duluth itself, and that wheat moving to the seaboard from Duluth could only be inspected after leaving Duluth as "hard spring" or such other general terms, but without the designation "Duluth." His contention was that the same principle should apply in the case of Manitoba grain, and that after leaving Manitoba or its inspection



NEW CHAMBER OF COMMERCE BUILDING AT MINNEAPOLIS, MINN.

Toronto certificates and reinspected at Winnipeg, appear to have been falsely graded; at least, the grading at Winnipeg agreed with the grading of the buyers abroad, which was under the quality indicated by the Toronto certificate. Mr. Castle closed his report by saying: "In my opinion the department should at once investigate the facts in order to restore confidence in the integrity of our inspection system amongst the exporters and producers of this country."

The report was followed by protests from Winnipeg addressed to the Department of Trade and Commerce, and by demands for an investigation, etc., with notification that the Winnipeg Exchange contemplated issuing a circular letter warning European buyers and exchanges that "under no circumstances should they purchase Manitoba grain without insisting that certificates issued west of Lake Superior by government inspectors should accompany the delivery of the grain;" to which the department replied in general terms.

Very naturally the grain men of Toronto are miffed by this report, which the local inspector declares is without foundation for the reason that very little Manitoba grain is inspected at Toronto; and that the Manitoba grain which is inspected there comes in with its grade certificate as indicated by the inspector from Winnipeg or Fort William, as the case may be. Any reinspection made at Toronto would not permit a higher grading than that on

district, it should be incompetent for any outside authority to grant an official certificate carrying the designation "Manitoba."

## MANUAL OF BUSINESS.

Another volume has been added to the American Artisan's manuals, entitled "The Manual of Business." This title is descriptive, the work being a handbook of correct forms for executing all commercial instruments and of data and advice on innumerable questions arising in commercial life. The contents include chapters on correspondence, bookkeeping, debts and collections, banking, contracts and other commercial instruments, patents, measurements, interest and discounts, laws of real and personal property, dictionaries of business terms and business observations, maxims, etc., all making a volume of 364 pages, bound in red cloth, with stiff board sides. It is an exceedingly handy book, as well as a timely one, and is made still more valuable by an ample index. Sold by the publisher, Daniel Stern, 69 Dearborn street, Chicago.

The Michigan bean crop last year approximated 4,440,000 bushels, bringing to the farmers \$6,000,000. This year the crop will not much exceed half that amount. Not as many acres were planted, and many fine fields were drowned out, particularly in the eastern portion of the state.

## MINNEAPOLIS CHAMBER OF COMMERCE BUILDING.

The new building and trading room of the Minneapolis Chamber of Commerce were opened for business on Monday, November 3. The exterior of the building is severely plain in its architectural features, but the interior is a model of beauty and comfortableness.

The building is the property of the Chamber of Commerce, which has spent about \$675,000 in its construction. The material is brick and steel and the size 157x132 feet. The trading floor is 75x132 feet in size, or about double the area of the old trading room, and has, beside the wheat pit, a coarse grain pit and trading space for feed dealers. There are twenty-six sample tables, private telephones and electric signals connected with private offices, and two telegraph counters. The decorations are especially ornate. Above the floor is a green marble wainscoting seven feet high, with walls above in pale straw with decorations of wheat, barley, etc. The ceiling is in old ivory, the square panels being enriched by schemes of old ivory and green. The frescoing of the frieze consists in figures and fruits, typical of plenty. There are also seven semi-circular wall panels decorated with pictorial descriptions of the milling industry in all ages and in all countries. The spectators' gallery will accommodate 300 persons. Altogether the trading room is one of the most beautiful rooms of the kind in the world. Practically all the office room of the building has been rented and the assured income is more than ample to take care of the bonds issued to erect it.

The Minneapolis Chamber of Commerce, which now has about 550 members, nearly every one of whom is an active member, and is, after Chicago, the most important grain exchange on the hemisphere, is but twenty-one years old. Prior to 1881 the grain business of that part of the West was wholly controlled by the great millers of Minneapolis, who had organized an association for that purpose. When, however, the grain buyers who were not also millers began to be in evidence in the market, an effort was made by G. D. Rogers, present secretary of the Chamber, to form an organization of this class of buyers. This was in 1880; but as the millers would "have none of it," it was not until the following year that it became possible to form the organization which its founders called the Minneapolis Chamber of Commerce. The first meeting of the incorporators of this association was held on November 15, 1881, in a room in a building on the corner of Fourth Street and Hennepin Avenue, where for some time afterwards the regular meetings were held.

At the meeting named the following officers were elected: President, H. G. Harrison; vice-presidents, A. D. Mulford and A. B. Taylor; secretary, G. D. Rogers; treasurer, T. J. Buxton. At this time, too, twenty-one members were added to the incorporators, making a total of forty-two members, as follows: Incorporators—H. G. Harrison, A. C. Rand, John Dunham, A. H. Bode, E. V. White, R. P. Russell, T. J. Buxton, W. F. Meader, C. M. Loring, A. D. Mulford, Samuel P. Snyder, A. B. Taylor, D. C. Bell, Anthony Kelly, James A. Lovejoy, Frank L. Morse, D. Syme, S. W. Serl, Robert McMullen, J. R. Coykendahl and R. L. Crockett. Admitted November 15, 1881—F. A. Bishop, D. C. Moak, C. W. Johnson, Albert Hoppin, Oliver Merion, L. K. Rogers, C. G. Hellman, Louis Duensing, W. E. Steele, A. M. Woodward, O. A. Pray, J. A. Walkley, W. M. Cochran, A. C. Loring, G. D. Rogers, Francis Hinkle, E. F. Dodge, Samuel S. Linton, Joseph Clark, William Griffith and Thomas Wright. Before the close of 1881 the membership had increased to over 300. The millers naturally held off and transacted their business in their own association as theretofore, but in 1886 they abandoned their organization for this purpose and obtained membership in the Chamber, having since been an important part of it.

The Chamber of Commerce building just vacated was built in 1882-83, and has for several years been



too small for the business of the exchange. The work on the present new building was begun in the fall of 1900.

### ILLINOIS GRAIN DEALERS' ASSOCIATIONS ON CHICAGO CORN INSPECTION.

At a meeting of the Illinois Valley Grain Dealers' Association, held at Streator, on October 30, which was well attended by country dealers, the following preamble and resolution were unanimously adopted after a full discussion of the subject matter:

WHEREAS, The grading of corn by the Illinois State Inspection Bureau was until recent years fairly satisfactory to the grain dealers of Illinois, inasmuch as the grain dealer could buy corn at his station and sell the same for future delivery, fulfilling this contract for future delivery by delivery of the identical grain bought at country points; and,

WHEREAS, Notwithstanding the fact that modern agricultural methods, carefully selected seed, scientific corn breeding and other economical influences have tended to improve the quality of Illinois corn from year to year, the State Inspection Bureau has gradually raised the contract grade (No. 2 corn) on in-inspection, making it such a fancy article that

The following preamble and resolution also were adopted:

WHEREAS: One of the most vexatious causes of loss to the country grain dealer is weight shortage on cars of grain, these losses amounting to a very considerable item in dollars at the ruling high prices of grain; and,

WHEREAS: We have learned from experience that most weight shortages are on cars sold "track," track weights being uniformly unsatisfactory; therefore, be it

Resolved, That the Illinois Valley Grain Dealers' Association hereby expresses its complete confidence in the weights of Mr. H. A. Foss, Board of Trade Weighmaster, of Chicago, and thank him for his conscientious efforts to secure correct weights on all grain weighed by his bureau.

Resolved, That this Association hereby requests him to endeavor to make an arrangement with the various railways entering Chicago whereby he can secure control of the weighing of all grain, including the grain weighed on "track scales;" and that this Association hereby expresses its willingness to cooperate with the Board of Trade Weighmaster in any such efforts that he may make; and that the Secretary of this Association be instructed to mail Mr. Foss a copy of these resolutions.

The Association named as the committee called for by the first of the above resolutions the follow-

ciations who refuse to work in harmony with other members.

A second resolution, also proposed by Mr. Lloyd, was adopted. It requested grain merchants to make frequent revisions of their mailing lists.

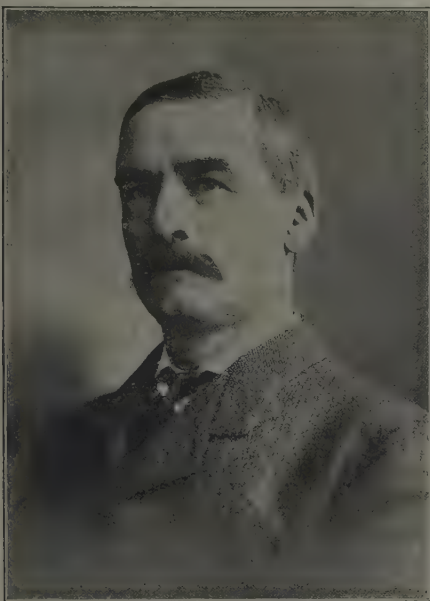
The preamble and resolution *in re* the Illinois State Inspection Department, adopted by the Illinois Valley Association at Streator and printed above, were on motion of F. J. Delaney adopted.

The appointment of the committee provided for in said resolution was by ballot and resulted in the election of the following: H. T. Truby of Joliet; William Hirschey, with E. W. Wagner, Chicago, and P. Whalen, of Cabery.

The result of the annual election of officers was as follows: President, H. J. Macdonald; secretary, B. D. Jones; board of directors, by counties—A. Knapp, Grundy; J. C. Truby and G. S. Miller, Will; E. W. Wagner, Cook; Elmer S. Shearer, Livingston; P. Whalen, Ford; A. C. Holzman, Kankakee.

The meeting then adjourned.

The following were among those present: Charles Barr, Plainfield; H. J. Macdonald, Manhattan; Henry Truby, Joliet; C. E. Nichols, Lowell, Ind.;



JAMES MARSHALL.

President Minneapolis Chamber of Commerce.

the grade of No. 2 corn is now practically obsolete; and,

WHEREAS, While we do not charge that this gradual change was or is intended to benefit the speculator in the markets, we do assert that it has done so; that a large proportion of the corn that under present stringent conditions grades No. 3 on in-inspection should, and a few years ago would, grade No. 2, and thus allow the country grain dealer to pay to the producer a price nearer to the actual value of the corn, making it possible to deliver on contract the actual grain bought in the country; and,

WHEREAS, Under present conditions we dare not sell No. 2 contract corn for future delivery against our purchases of corn in the country because of reasons hereinbefore mentioned; and,

WHEREAS, We are thereby compelled to take unwarranted and unreasonable risks, being completely at the mercy of the professional manipulator, who has absolutely no interest in the actual merchandizing of grain in the country or at terminal markets; and,

WHEREAS, We believe that if the Illinois State Inspection Bureau will restore the grade of No. 2 corn to a reasonable, fair commercial grade such abuses will be remedied and the inspection operate to protect the interests of those most vitally concerned in an equitable inspection; therefore, be it

Resolved, That the Illinois Valley Grain Dealers' Association take such measures as may tend to procure relief from the present unbearable conditions of inspection; that a committee be appointed to confer with similar committees from other interested associations, with a view to taking the matter up with the Railroad and Warehouse Commission of Illinois at an early date, such joint or several committees to present this matter in such a detailed way as shall secure action by the Railroad and Warehouse Commission tending to protect the interests of the actual cash handlers of grain.



F. W. COMMONS.

First Vice-Pres. Minneapolis Chamber of Commerce.

ing gentlemen: W. S. Pierce of the Morris Grain Company, Morris; F. J. Delaney, with the Nash-Wright Company, Chicago, and Geo. Beyer of DePue.

### CENTRAL ILLINOIS ASSOCIATION.

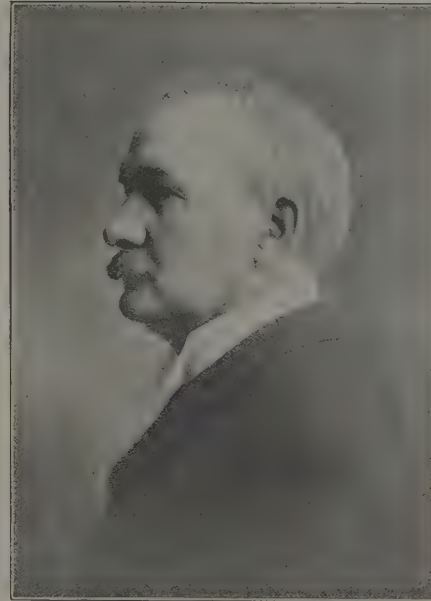
On Friday evening, November 1, the Central Illinois Grain Dealers' Association met at the Leland Hotel, Springfield, and having adopted the above preamble and resolution referring to the inspection of corn, appointed the following committee to cooperate with the committee named by the Illinois Valley Association, to-wit: C. W. Savage of Virginia, V. P. Turner of the Turner-Hudnut Company of Pekin, and Chas. Spitley of Spellman & Spitley of Lincoln.

### NORTHERN ILLINOIS GRAIN DEALERS' ASSOCIATION ELECTS OFFICERS.

A meeting of the Northern Illinois Grain Dealers' Association was held at the Great Northern Hotel, Chicago, on the evening of November 7.

President H. J. Macdonald of Manhattan called the meeting to order; and after the reading of the minutes of the last meeting, Secretary Jones read his financial statement for the year, showing receipts from dues and assessments \$441, with but one small bill outstanding; disbursements \$304.20, leaving balance on hand of \$136.80. The statement was accepted and ordered filed.

A resolution drafted by Mr. Lloyd, traveling representative of the Illinois State Grain Dealers' Association, was adopted. The resolution had as its object the discouraging of scoop-shovel men, and deprecated the action of all members of local asso-



P. B. SMITH.

Second Vice-Pres. Minneapolis Chamber of Commerce.

A. N. Hilton, Symerton; G. E. Hargraves, Manhattan; H. W. Deininger, Peotone; J. F. Leising, Gordonow; William Werner, Fred Cloidt, Beecher; A. C. Holzman, Grant Park; C. E. Jurz, Frankfort Station; William Brandt, Peotone; P. Whalen, Cabery; G. Nugent, Cabery; E. S. Shearer, Cullom; M. R. Walsh, Campus; F. L. Ream, Lstant; B. Gulshen, Odell; J. C. Tobey, Herscher; J. C. Beatty, Ellwood.

From Chicago: Frank Baker, of Baker & Traxler; John Beggs, with W. F. Johnson & Co.; E. W. Wagner and W. M. Hirschey; J. W. Radford, with Pope & Eckhardt Co.; S. J. McTiernan, with Huntley Manufacturing Company; P. H. Schiffin, of H. Hemmelgarn & Co.; J. M. Maguire, with Sam Finney; Frank J. Delaney, with Nash-Wright Co.; Wm. M. Timberlake, with E. Seckel & Co.; Geo. A. Stibbens, secretary Grain Dealers' National Association.

Every sort of car that will hold grain is in commission on the Pacific Coast to rush grain to the terminals. The grain being in sacks, flat cars are frequently used as box cars, the grain being covered with tarpaulins. It was estimated on November 1 that 80 per cent of the wheat crop there had left the farmers' hands.

The first consignment of bonded wheat for the season left the port of Duluth on October 29. It consisted of 74,000 bushels of the finest grade of Northwest Canadian fall grain, principally from the province of Manitoba and the territories of Saskatchewan, Alberta and Athabasca. It goes out via Buffalo, Erie canal and New York.



## ANNUAL FALL MEETING OF THE OHIO GRAIN DEALERS' ASSOCIATION.

The annual fall business meeting of the Ohio Grain Dealers' Association was held in the Chittenden Hotel, Columbus, on October 14, at 10 a. m. There was, as usual, a good attendance; and President Grimes, in calling the meeting to order, said that it had become customary to hold two meetings a year. They were for the election of officers in mid-summer and for getting the members' views on trade conditions in the fall. There was no program, as every one was expected to take part in the proceedings. There had been a strong gain in membership during the year, and the Association was accomplishing great results for its members and also for farmers. There was no such a thing as a wild-cat dealer, and hence farmers always get the money due them. The president and secretary had attended the annual meeting of the Grain Dealers' National Association at Peoria, Ill., and the Ohio Association had been honored in that its president had been elected first vice-president of the National Association. Our members will frequently desire information from the secretary of the National Association, and it is only necessary to write him in order to receive any help which the secretary may be able to give.

Secretary McCord said he would not take up the time of the meeting by reading the minutes of the last meeting. He reported a membership of 105 dealers at large, 58 affiliated from the Miami Valley Association, 48 from Western Ohio, 39 from the Northwestern Ohio Grain Dealers' and Millers' Association, and 31 from the Marion Association, making a total, together with those reported from the Middle Ohio Association, of 325. There is but a small part of the state remaining unorganized, but there are prospects that this part would be. To those of the members who were in arrears, the secretary said that opportunity was given them to pay up.

The first subject for discussion was, "When should dealers begin to receive new corn, mode of handling, etc."

The entire remainder of the morning session was taken up with a discussion of the corn situation. It was the general opinion that it would be some time before it could be sent to market, and the margins should be larger than usual. It developed that corn in nearly all sections was later than usual, and the average time given as best for handling was about the middle of November. A conservative estimate placed margins at 5 cents and as high as 80 pounds per bushel named for the first handling. Although corn was in bad condition a good crop was looked for when it was ready.

The meeting then adjourned for a luncheon, which was given the members in the hotel dining room, by the grain dealers of Columbus. One large table had been spread at which over 100 dealers took their places. After luncheon the meeting immediately resumed in the hotel ordinary.

### AFTERNOON SESSION.

President Grimes called the meeting to order at 2 p. m., and announced that during the recess he had appointed a committee with Mr. E. A. Grubbs chairman to draft a resolution covering the points of the morning discussion.

Secretary McCord read the following resolution, which was adopted:

*Resolved*, That the Ohio Grain Dealers' Association request dealers not to receive or contract new corn from the farmers until after they are fully satisfied it is in condition to ship, and that the secretaries of the different local associations be notified and requested to advise all members to this effect.

The Secretary read a letter from Vice-President C. B. Jenkins of Marion, in which he expressed his regret at his inability to be present. He further expressed his appreciation of the benefits which the dealers had received from association influences in moving the oat crop. Concerning local organizations the letter stated:

I wish to convey through you to the members of the State Association my earnest desire, as their

vice-president, that they take an active interest in establishing local organizations where they do not yet exist. It is a fact that some one must sacrifice a little in order to establish these organizations, but in the outcome it is worth all it costs; and I believe that the time is near at hand when the organization of grain men will be so thorough that the questions which usually arise to mar and disturb the business will be lessened and quickly adjusted.

*Resolved*, That the Ohio Grain Dealers' Association Geo. A. Stibbens stating the legal conditions existing in Kansas and requesting the Ohio Association's support. On motion by Mr. Seeds that a committee of two be appointed to receive subscriptions for this purpose, the chairman appointed E. W. Seeds and C. E. Groce. The committee reported later of having received something over \$50.00 for the purpose.

On motion the following card was adopted to be nailed on doors of cars sent East:

[This card is 6x9 inches in size; of tough manila cardboard and is printed as follows:]

### NOTICE!

This Car, initial...No...., was loaded with .... on....190..., containing....lbs.

In case of loss or damage, railroad agent must be notified at time of unloading.

Claim must be accompanied by paid freight bill, affidavit of weight and the following report:

Marks on seal, and whether broken or intact.....  
Condition of grain doors.....  
Condition of car floor.....  
Condition of roof.....  
Condition of body of car.....

This car was shipped by a member of the Ohio Grain Dealers' Association, affiliated to the Grain Dealers' National Association.

P. Hynson suggested that a card also be sent with the invoice to the buyer.

E. W. Seeds moved that it be the sense of the Ohio Grain Dealers' Association that we guarantee the weights on grain to interior points to within one-half of one per cent. The motion carried.

The chairman announced for discussion the question of the relations between millers and shippers. It was contended that if millers bought of grain dealers they would buy in the long run just as cheaply as though they had bought outside, but the millers' right, at competitive points, to buy of the farmer was not questioned.

E. M. Fullington expressed the general view when he said that the miller and the elevator man should get together and settle things between themselves. They had no trouble with the millers in their territory.

The chairman: "What action shall be taken with regard to the grades of grain at Toledo?" is next on our program.

Chief Inspector E. H. Culver was called upon, who said: "I have talked with every one of you to-day and I have not found an unjust criticism except from one. We have the wheat here which speaks for itself. I think the Toledo market is one of the fairest in the United States. If you have a car of dirty wheat and ship it to any market outside of Toledo you lose on account of the dirt. In our market, when we find a car of dirty wheat, we clean it. If it is on the line between two grades we give the car the benefit. Our grade of No. 3 wheat to-day is higher than in New York or Baltimore. If a miller comes to our market he knows what he is getting. I have brought samples of No. 2 and No. 3, and Mr. McCord says he thinks our No. 2 is very liberal this year. You must please the buyer and the seller. We extend an invitation to you all to come up to Toledo, see our market and make an examination of our methods of inspecting your grain."

Fred Mayer of Toledo read the following paper on this subject:

### SELLING OF 3 RED IN TOLEDO.

Mr. President and Gentlemen: In answer to that part of your secretary's circular as to what action you should take with reference to Toledo dealers applying the maximum difference in price between No. 2 and No. 3 as a discount, I will say that if your association can suggest a better plan for the selling of No. 3 Red than now prevails there, we should be very glad to have you do so.

It is the custom in Toledo, as you all know, to sell all No. 3 Red (as well as No. 2 Red) by the grade and not by sample; and we at Toledo think this is a much better way than if each car of No. 3 Red were sold by sample. Some cars are poorer

than others, but the difference in the quality is not so very great. No. 3 Red always rules on a supply and demand basis, whereas frequently No. 2 Red rules on a speculative basis. This causes the changing of the difference between the two grades. If there is only a moderate amount of No. 3 Red, it sells quite frequently the season through as close as 1½c to No. 2 Red. Where the crop is of poor quality and No. 3 Red is plentiful, it sells at a larger discount. The seaboard is Toledo's best buyer of wheat, and this season they have been taking mostly what is called "Gumbo" cargoes, meaning one-third No. 2 Red and two-thirds No. 3 Red; and the price that the seaboard was paying for this wheat is what made the price of No. 3 in Toledo.

We grain men are always glad when the differences between off grades are narrow, because when that is the case, shippers seem more satisfied; and it is pleasanter to do business. We certainly don't like to have our mail full of "kicks" every day. I claim that the system of selling No. 3 Red in Toledo is better for shippers than is the system in vogue at Chicago, simply because shippers know every day just what they can expect for No. 3 Red in Toledo, whereas in Chicago they don't. When the farmer has No. 3 Red to sell you show him the quotation of Toledo No. 3 Red. If the No. 3 Red were sold here by sample there would be several different prices, and, of course, the farmer would claim that his No. 3 Red was of the highest grade, and would expect you to pay him on that basis. None of them would have poor No. 3 Red, and you would have more trouble than you are now having. There would also be more or less dissatisfaction on the part of shippers, many of whom claim their wheat is always the top of the grade when it is not.

The grade of No. 3 Red in the different elevators here will almost run uniform. It is made up of many cars that are poor and many that are good, but samples drawn from a 50,000 lot loaded out of any elevator will run almost alike, and the seaboard knows just what they get when they buy Toledo No. 3 Red. The high prices prevailing in Toledo now for No. 2 and No. 3 Red show that the custom of putting all wheat of those grades together is a benefit to shippers.

The following resolution was adopted:

*Resolved*, That the thanks of the Ohio Grain Dealers' Association be extended to Toledo's Chief Grain Inspector, E. H. Culver, and to Fred Mayer for their full explanation of the subject on the program referring to Toledo grades and prices.

A. E. Clutter spoke about the advisability of keeping a man at Columbus to watch for harmful legislation during the coming meeting of the two houses.

President Grimes announced the next subject for discussion, "What action should be taken with Shippers, track buyers, commission men or receivers, either members or non-members of this Association, who continue to handle the business of scoop-shovelers, farmers and market disturbers after having been informed of the first offense?"

The opinions given by dealers were that the scoop-shovel trouble must be stopped, but some thought it was a question for the local associations.

The following motion on the subject was made by J. S. Dewey and carried:

*Resolved*, That difficult cases be taken up by the executive committee, and the secretary be instructed to inform the track buyers what the disturber is doing.

E. F. Sherman moved that the Ohio Grain Dealers' Association do not recognize as regular any dealer who has not proper facilities for handling grain. Carried.

President Grimes announced the next subject, "Non-fulfillment of Contracts: Remedies, Adjustments and Recourse."

In the discussion which followed, the points were brought out that verbal contracts with farmers were insufficient and that written contracts should be wholly adhered to.

The question of the prompt movement of corn by railroads was discussed; and E. A. Grubbs moved that the president appoint a committee of two to take up with the railroads the question of the prompt forwarding of new corn. The motion carried and the chair appointed E. A. Grubbs and C. H. Tingley such committee.

J. S. Dewey presented the following resolution, which was adopted:

*Resolved*, That the thanks of this Association be tendered to the dealers and track buyers of Columbus for the entertainment at luncheon to-day of those in attendance at this meeting.

The question was discussed as to the responsibility of the shipper for grain rebilled after reaching its point of shipment. With corn that was dry this would not be a matter of importance, but it became so when corn was shipped early and delayed in transit.



Secretary McCord explained the work of the American Farm Company and the action against it by Attorney General Sheets.

C. F. Parks spoke of the action of the railroad companies in requiring cars to be loaded to full capacity and the trouble caused thereby.

C. M. Myers said the order was a nuisance, but was not general with all roads.

A. A. Kuhl said the matter had been brought up at the Baltimore market and the Pennsylvania road was the only one not requiring the enforcement of the rule. They expected to get relief.

A motion was made by Mr. Cheney and carried that the name of President Grimes be added to the committee to confer with the trade association.

President Grimes reappointed the following committee on arbitration: H. C. Wagner, Pleasant Corners; M. A. Silver, West Jefferson; J. H. Motz, Brice.

Secretary McCord said that the insurance company was getting along prosperously, with business coming in faster than it could be cared for. There was to date in force about \$335,000. The surplus over \$1,500 on each elevator was sent to the new Grain Dealers' National Mutual Fire Insurance Company of Indianapolis and to other elevator and mill mutuals. He also urged upon the Association the need of bringing in new members.

After a few words from the president expressing his satisfaction over a very successful session the meeting adjourned.

#### COLUMBUS NOTES.

Leather bound note books were distributed by Fred Mayer of J. F. Zahm & Co.

Columbus dealers again expressed their hospitality by a luncheon at the Chittenden. It was "good eat'n," too.

Corn that is looking for a hot time this fall will fail to get it if the dealers carry out their purposes as expressed at the meeting.

Cleveland was represented by H. M. Strauss and J. G. Jones; Chicago by Henry L. Goemann; Cincinnati by John Wooliscroft, and Baltimore by A. A. Kuhl.

The delegation from Toledo included Fred Mayer, of J. F. Zahn & Co.; C. Knox, of Reynolds Brothers; A. M. Rawn, with J. J. Coon; L. A. Mennel, of Isaac Harter Co.; Chief Inspector E. H. Culver.

There were present from Columbus: E. W. Scott, E. W. Seeds, T. R. Herr, J. W. McCord, P. R. Hynson, H. L. Robinson, A. S. and C. H. Tingley, E. R. Woodrow, G. M. Williams, E. A. Stover, C. E. Switzer, S. L. Douglas.

The machinery department was taken care of by A. S. Garman, representing the Huntley Manufacturing Company, Silver Creek, N. Y., and C. G. Smith, representing the Cleveland Elevator Bucket Company of Cleveland, Ohio.

The following dealers attended: H. S. Grimes, Portsmouth; C. E. Groce, Circleville; W. T. S. Kile, Kileville; G. W. Lamb, Hooker; J. S. and L. W. Dewey, Blanchester; E. M. Fullington, Marysville; C. M. Anderson, Franklin; T. T. Bedley, Rattlesnake; C. F. Barnhouse, Morral; T. W. Brown and H. S. Heffner, Circleville; C. C. Taggart, Plain City; W. H. Johnson, Huntsville; H. C. Wagner, Pleasant Corners; P. Wertz, Verona; T. Williamson, Monroe; J. Wren, Deunquat; M. J. Baker, Monroe; R. F. Chenoweth, London; A. F. Cline, Mansfield; J. Gundy, Carroll; A. Gregg, West Jefferson; Wes Hardman, Cable; Willis Jones, Mt. Sterling; J. B. Miller, Richmond; J. B. Van Wagener, London; J. S. Vent, Sedalia; C. T. Pierce, Defiance; J. E. Pierson, Condit; C. M. Myers, Ludlow Falls; G. N. Perrill, Bowsmansville; F. E. Langdon and S. R. Mitchell, Wilmington; C. E. Hummel, Bookwalter; J. E. Hastings, Cedarville; T. W. Baum, Duvall; C. P. Bauman, Winchester; H. Kress, Middletown; T. G. Brawley, Greenville; J. B. Seymour, Kenton; M. A. Silver, West Jefferson; W. Slanson, Piqua; E. F. Sherman, Edison; R. D. Sneath, Tiffin; D. Burns, Rossville; C. P. Chaney, Canal Winchester; O. Edwards, Troy; P. H. Harsha, Portsmouth; A. How-

ard, Milford Center; W. T. Patty, Fletcher; D. B. Peters, Galloway; H. W. Robinson, Green Spring; J. W. Channel, Melvin; E. A. Grubbs, Greenville; J. R. Johnson, Baltimore; J. H. Motz, Brice; W. H. Riddle, Sedalia; J. Rowe, Verona; W. R. Sterrett, Cedarville; B. Cane, Kirkersville; E. A. Biecount, Conover; F. O. Diver, Middletown; Z. Felger, Lewistown; G. P. Teegarden, Ashville; C. M. Smith, Arcanum; R. Smith, Swanders; T. W. Patterson, Piketon; Ed McCue, Pittsburg; S. A. Muff, New Carlisle; T. B. Marshall, Kirkwood; W. J. Jenkins, St. Paris; R. G. Calvert, Selma; C. F. Parks, Arcanum.

#### GRAIN DEALERS' UNION.

The fall meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri was called to order by President Hunter at 2:30 p. m. October 14, in the Masonic Hall, at Creston.

President D. Hunter of Hamburg, opening the meeting, gave direction to the discussion by saying: "This meeting was called at the suggestion of two or three dealers who have had a little trouble in different parts of this territory. While real trouble has not materialized it is liable to, and we thought it best to settle it before the new crop began to move by having you all together to discuss the situation. The handling of this present crop is an enigma. We do not know where to begin, when to begin or what we are going to pay. We can't form any opinion from the market; consequently we ought to discuss that matter thoroughly to-day and come to some conclusion as to what we are going to do under the existing circumstances and those that may come up in the future. I don't know where to begin, but I believe that in order to start this matter it would be a good idea for a number of those present to give us the condition of the crops in their immediate vicinity; about what the yield is and the condition of the corn. We will begin with Mr. Allbright." This prologue proved to be the keynote of the meeting, which thereafter was a crop symphony.

Mr. Allbright, Shenandoah: "I can't tell very much about the corn crop yet, and I think no one else can. I think it will be pretty soft and hard to handle; probably it will run from 40 to 50 bushels—about one-fourth soft. It is going to be pretty poor, except on the hills; in the sloughs it will be pretty soft."

Mr. J. D. Young, Anita: "I am from the northeastern part of Cass County. The acreage around us this year was increased from 8 to 10 per cent. The corn is not quite up to the average. Twenty-five per cent of the acreage will be damaged from 35 to 50 per cent."

P. Danner, Blanchard: "We have raised a fairly good crop; in fact, a very good crop. There will be considerable soft corn."

J. R. Giles, Lenox: "I can give the condition of the corn crop pretty well. Perhaps 60 to 75 per cent is No. 3 Corn this fall and is of a quality to eventually make No. 2. The other 25 to 30 per cent is quite poor. The poor grade of corn is very light."

O. A. Tallbott, Osceola: "All I can say is that we have a fairly good crop. The average yield will be about 40 bushels to the acre."

John Wray, Creston: "I think we have a fair crop. The amount of soft corn is probably one-third; yield 40 to 50 bushels."

M. Hennessy, Orient: "I think many have estimated the yield too high. I will say that we have considerable soft corn in our section of the country. I guess the conditions are about the same as in other parts of the state."

W. Daugherty, Hawthorne: "I guess the corn is about the same all over: a little poorer here and a little better there. We have considerable soft corn. From the best information, I think our corn will average between 45 and 50 bushels."

M. F. Hackett, Fairfax, Mo.: "We have a very good corn territory and as near as I can put it, in my territory our corn will make about 90 per cent good, sound corn. I think I am safe in saying that we will have fully 90 per cent of good marketable corn—better than we have had for two or

three years. The yield will be close to 50 bushels. The corn has very nice large ears, and we have no worms in it this year at all. We have been troubled for the last two years with worms in the points of the ears."

There appeared to be no serious trouble of any kind in the territory of the Union.

The following applications for membership were read by Secretary Stibbens, and their acceptance was moved and carried:

F. E. Cowden, Riverton, Iowa; Hulshezer & Co., Hamburg, Iowa; Mudgett & Henry, Blythedale, Mo.; A. D. Fransham, Ridgeway, Mo.; Nebraska & Iowa Grain Company, Farragut, Iowa; Blanchard Mill & Elevator Company, Blanchard, Iowa; T. S. Spencer, Afton, Iowa; J. B. Archer, New Market, Iowa; Stearns & Co., Essex, Iowa; Cummings Bros., Nodaway, Iowa; A. H. Bailey, Forest City, Mo.

The following dealers, members of the Union, in addition to the speakers named above, were present: Wm. McMahill, Lewis J. Auracher, Geo. Van Buskirk, Shenandoah; O. T. Hulburd, C. A. Willett, Osceola; E. H. Van Schoiack, H. Ragan, H. D. Turner, Elliott; Jos. Wray, Jas. Gault, Creston; D. N. Dunlap, J. H. Hulbert, Fontanella; F. M. Campbell, Randolph; Mr. Olive (Olive Bros.), Page; G. H. Currier, Prescott; W. H. Eaton, Emerson; H. B. Farquhar, Orient; D. Gault, Cromwell; J. L. Gwynne, John Gilmore, Imogene; W. M. Hewitt, Lenox; J. L. Hoak, Sharpsburg; E. C. Kayton, Strahan; P. Kilmartin, Malvern; T. J. McCormick, Stanton; R. C. Ragan, Coin; C. C. Ragan, Northboro; W. G. Sherman, Riverton; N. N. Turner, Cumberland; Geo. A. Wilson, Hepburn; W. Wyant, Malvern; W. N. Buffington, Glenwood; T. B. Spencer, Afton.

The following visitors were present: C. V. Fisher, with Fisher Grain Company, St. Louis; K. C. Morehouse, with the Nebraska-Iowa Grain Company, Omaha; S. R. Parke, Creston, and Mr. Hunter, Des Moines, both with Weare Commission Company; C. M. Boynton, representing J. F. Harris & Co., Creston, Iowa, and Jos. Norton, District Freight Agent Wabash Railway, Omaha.

#### PENITENTIARY SENTENCES.

Edwin T. Blew and Thomas F. Armstrong, grain shippers at Minneapolis, were, on October 29 and 30, on separate trials, sentenced to the penitentiary, the former for a period of seven and one-half years and the latter for four years, on a charge of obtaining money on forged bills of lading. There were several victims of their operations in Minneapolis, it is said, some for large amounts, who kept quiet about their losses, but the specific complaint on which the indictments were based was the loss of \$482 by the Swedish National Bank.

Blew and Armstrong, who had operated as Blew, Armstrong & Co., took advantage of the custom of the trade of drawing against shipments and obtaining payment of sight drafts with bill of lading attached. The process is a simple one,—the more so in this case, since the time elapsing between the utterance of the forged bills of lading and the return of the draft protested would be from four to six weeks. Theretofore the men had managed to make settlement with their victims, or else the latter kept quiet, but the Swedish National Bank is understood to have gotten tired of the nuisance and made complaint to the authorities that on August 20 the pair presented to the bank a bill of lading representing a shipment of 40,000 pounds of mill feed to Danville, Va. This appeared to have been signed by J. A. Parker, agent of the C. & B. & Q. railroad. Attached was a draft on G. D. Suter & Co. for \$482, which sum the bank advanced. On October 14 the draft came back protested.

Arrests were at once made; the grand jury informed; indictments returned; separate trials had; and by the 30th both had been convicted and sentenced; time, 15 days; which beats the record of the drafts in question by about 40 days, which isn't bad.

The Michigan Bean Jobbers' Association's bean grading rules are used as a base for settling all disputes in the trade as to quality.



## INSPECTION DEPARTMENTS OPERATING UNDER STATE LAWS SHOULD BE PLACED UNDER CIVIL SERVICE RULES.

[A paper by S. W. Yantis of Buffalo, N. Y., read at the annual meeting of the Grain Dealers' National Association at Peoria on October 1, 1902.]

Reports have been rife concerning the influence of politics upon state inspection departments, and still more so, particularly of late, regarding variations in the contract grades of grain before, during and after corners in the option markets. It was but a few days ago that I saw in a Chicago market letter, written by a leading grain firm, a forecast of the future market in oats based on the prediction that present easy grading of standard oats will not last, and since then other letters from Chicago grain houses of equal or greater prominence have emphasized the fact that there has been a change in the grading—that it is much easier. Of course, there are not lacking expressions from those of a more radical frame of mind, who not only claim that politics are mixed in with the inspection of grain under state law, but even go to the length of saying that the whole system is rotten to the core; that the office of the chief grain inspector is considered one of the "plums" (I quote verbatim) at the disposal of the governor of the state, and is invariably given to some man as a reward for political services without reference to his knowledge of grain; that every time there is a change of administration almost the entire staff of inspectors on track and in the elevators is discharged and a fresh lot put in, many of whom know little or nothing about grain; and that it has always happened that when any one has cornered the market for any article, the inspection department and its employes take the side of those cornering the market and against the interests of the legitimate trade and the country shippers by invariably raising the standard required, thus aiding in abetting the corner, and that later after the purposes of the corner have been accomplished, the inspection is dropped and another lot of country shippers stuck who send in grain unsold.

Any state of affairs that would even remotely justify the bitterness of this attack is a plain indication of the necessity of at least a step in the direction of civil service, and I have no doubt that the maligned state inspection department, from the chief down, would gladly join in any real, earnest effort to place the department under the operation of civil service rules. But in passing it may be remarked that it would really seem to be due the public to give grain the benefit of the doubt in close decisions on inspection, particularly in the atmosphere of corners.

The principles of civil service reform are too well known to require extended discussion. In New York state civil service reform has long passed the experimental stage, having been first applied under a state law in 1883, and is now being administered under what is known as the "White Law," adopted in 1899. This law governs the appointment and employment of all persons in the classified list in the employ of the state and in the counties and cities of the state, and provides for a non-partisan state Civil Service Commission appointed by the governor, which commission adopts general rules of procedure not inconsistent with the laws and the constitution; prescribes and holds appropriate competitive examinations to establish eligible lists for the various positions in the different state departments, and when a vacancy occurs in any department, upon the request of the appointing officer, certifies for appointment the names of three persons standing highest upon the eligible list for such position, from among which the appointing officer must make a selection to fill the vacancy. The commission must certify to all pay rolls to the effect that the compensation is lawful and the persons whose names appear thereon have been appointed or employed pursuant to law and the rules of the commission adopted pursuant to law, and no warrant or check may be drawn by the fiscal officer in pay-

ment of the services of any appointee or employee without such certificate being attached to pay roll. This gives the commission supervision of the rosters of the departments and prevents unlawful appointment or employment. The Civil Service Commission being a separate and disinterested body, concerned only in securing, by means of its examinations, competent persons, is much less likely to be influenced in making the test of a person's ability, and an absolutely fair and impartial standard is obtained.

In Buffalo the civil service reform system which has been in operation since 1883 is commended not alone by the public but by the public officials. When in 1897 or 1898 the civil service law seemed somewhat in jeopardy, letters were written by the heads of every bureau and department in the city protesting against any action by the legislature which would tend to abolish or weaken the law. In the early days of civil service reform in New York state, when in its experimental stage, it met with some opposition, as all innovations do, but since its benefits have been demonstrated public sentiment is altogether in its favor; and it would mean defeat to any political party which would favor its abolition.



S. W. YANTIS, BUFFALO.

Any other system than that of civil service reform is permeated with favors conferred, which means debts to be paid. The great political parties receive campaign contributions from corporations and interests representing great wealth. These contributions are not gratuitous. They expect and exact something in return; the party owes something to the corporations; officials owe their election or appointment to the favor of the party to which they belong; the subordinates owe their appointments to their superiors or to the favor of influential members of their party. All are bound together by ties of favors given and debts incurred; and when the corporation wants something paid on account, the word goes down the line to the subordinate and he does the thing demanded. He does it not because he is dishonest, but because he must do it or get out; and nine times out of ten he does it without reflection, because he is usually the product of a system which demands his unquestioned obedience. The business of the state naturally suffers by such a system. The man who secures his appointment through influence depends upon the same influence to keep him there. He has not gained his position by showing special aptitude for it, but by pull; therefore he shows no particular interest in learning and performing well his task, for he knows that his tenure of office depends not upon the manner in which he fills the position, but upon his party keeping in power; so he spends more time in building party fences than in the work connected with his position. The administration of

state or municipal business is notoriously extravagant which the civil service reform system is not used, and the reverse is true when the system is in operation.

In a bureau of the department of public works in the city of Buffalo, for a time, when the civil service reform system was not being observed, more than thirty unnecessary men were employed at a cost of nearly \$30,000 per year. When the civil service reform system was enforced, the positions were abolished and the salaries saved to the city. In another department a large number of inspectors were employed; under civil service fewer inspectors were required and the work better performed, because the men appointed from the eligible list did better work and more of it. Investigation shows that affairs administered under civil service reform system are almost uniformly better and more economically conducted.

The purpose of the system is to divorce politics from business; to obtain competent public servants, whose appointment and terms of service depend solely upon their own ability, honesty and faithfulness and not upon the pleasure or temporary supremacy of a political party; to make the employee independent of any pledge or indebtedness to a political party for his appointment which might warp his judgment or influence his conduct in connection with the performance of his duties; to improve the public service by retaining in office trained and experienced public servants irrespective of political changes in the government; to encourage ability and faithfulness by making promotions according to fitness and merit and in securing a higher grade of public servants by encouraging ambitious and able men to seek the public service, knowing that their appointment and retention in the service depends upon themselves and not upon political favor.

All will admit that these conditions are greatly to be desired, and in New York state they have been largely, if not wholly, accomplished. The state has been fortunate in having able, conscientious men upon its civil service commission who have honestly and fearlessly administered its laws. The laws at first were crude and may not now be perfect, but the system has been developed and extended until now the general public, and public officials themselves, admit great public good and benefit are derived from the system. The great stampede and clamor for office upon a change of administration are eliminated and the official and the employee are both able to give their time to the administration and business of the government without the distracting demands for political rewards.

Perhaps the greatest benefit derived from the system is the independence of the employee who receives his appointment through competitive examination. He takes his place unpledged and under no obligations to the appointing officer. He knows this, and his superior appreciates it, and the temptation to bring pressure to bear upon the subordinate to do something he should not do becomes remote, for there is greater danger to the tempter than the tempted when the latter is honest and independent.

Why should not a system that has been tried and proven to be a benefit be applied to the state inspection of grain? It has raised the plane of other departments, why not this? I am convinced that the present morale of the state grain inspection department and the present operation of the same furnish the best results possible under the circumstances, and that promotions in the department are based on real desire to furnish the best service and real effort to serve the public; but *it is not civil service reform*. In my judgment the force having in charge the inspection of grain is peculiarly one which should be as far removed as possible from influence. It should be surrounded by all attainable safeguards and protected to the last degree against any improper uses, since it is susceptible to corrupt influences or an inspector is complaisant in the discharge of his duties, the most widespread harm to the public results. Let the assistant in-



spectors and helpers and all subordinate employees be appointed according to merit as disclosed by competitive examination, conducted by a disinterested commission. The ideal plan is to place the inspection of grain in every state under civil service rules through a federal commission, thus securing absolutely uniform grading for the entire country. To Recapitulate:

1. The present system at its best leaves much to be desired.

2. The department is controlled more or less by politics or selfish interests opposed to the public welfare.

3. The employee owes his position directly to the department employing him, or the commission back of that department.

4. He is under obligations to his employer, as always outside of civil service operation.

5. Self-interest influences him to do the thing his employer wishes; he is not a free agent.

6. Civil service reform is good.

7. Through it competent employees are obtained.

8. Such employees, securing their employment on their own merits, are independent.

9. Being independent, they are not so susceptible to an influence to do wrong as they would be if they owed their positions to their superiors in office.

Finally, the conclusion is irresistible that civil service reform method is most desirable; and being so, it should be applied to the state inspection of grain. It is to be hoped that the Association will take steps promptly to inaugurate agitation looking to the extension of the state grain inspection department of this system.

In conclusion I must acknowledge my indebtedness to Mr. William B. Dickinson, of Buffalo, ex-secretary of the Buffalo Division of the New York Civil Service Commission, for material assistance in the preparation of this paper.

### UNIFORM GRAIN INSPECTION.

[A paper read at the annual meeting of the Grain Dealers' National Association at Peoria on October 2, 1902, by John O. Foering, former chief grain inspector of Philadelphia, and president of the Chief Grain Inspectors' National Association.]

It gives me great pleasure to be with you to-day by reason of a request from your worthy secretary to address you on the subject of "Uniform Inspection of Grain." I presume that his reasons for such request were on account of the position I hold in connection with the Chief Grain Inspectors' National Association and by reason of the independent position which I now occupy, no longer being a chief inspector, and, therefore, not amenable to any particular body or corporation as to my views on the subject matter, which I shall discuss in as few words as possible.

This is not a new subject with me. There may be some members of the grain trade present here to-day who can recall my efforts of some twenty-four years ago to have the different exchanges appoint committees to confer and establish uniformity in the inspection of grain. I personally visited each exchange and met with the grain committees. The subject was thoroughly discussed; but the final decision of the majority was, "We want the trade and our grades are made so as to attract the grain to our particular market." In a measure this same policy is in existence to-day, and it will continue indefinitely unless this Association, or some other power, can bring enough influence to bear upon the authorities in control of the grain exchanges and warehouse commissions to get them to adopt some plan whereby the ills that now exist and perplex the trade will be corrected, and a system of uniform inspection inaugurated that can be properly regulated and put in force,—one that will not only protect the shipper and buyer of cereals here but will also restore confidence with the foreign buyers.

So much has been said on this subject in the past regarding the irregularities and incompetent administration of various inspection departments that I shall not consume your time with matters in that direction. Most of us have read of it; and I am

sorry to say many of you have felt the effects of the pecuniary losses sustained by said irregular grading. I will only bear on the point as to what the chief grain inspectors have tried to do; what they have done, and what they would wish to, do towards establishing uniformity in the grading of grain. Up to some 30 years ago regular authorized grading of grain was unknown; and it was not until October, 1901, at your annual convention held at Des Moines, Iowa, that any number of grain inspectors ever met together.

The bringing together of the judges of grain evolved itself in the mind of your worthy president, Mr. Lockwood, who thought that it would be of service to the trade to have the chief inspectors of the several markets attend that convention and make a display of samples representing the various grades of grain in force in each of their markets. The responses to that request were many, and the display of samples, it will be remembered, exceeded all expectations and proved to be very entertaining and instructive to all who were present.

The eleven chief inspectors who attended the convention, believing that benefits would accrue to the trade from such action, promptly organized and formed a National Association. The following prominent grain cities were represented: Chicago, Philadelphia, Baltimore, St. Louis, Kansas City (Mo.), Kansas City (Kan.), Toledo, Buffalo, Cincinnati and Kingfisher, Okla. The objects for which the Association was formed were:

"For a closer intercourse between the Chief Grain Inspectors of the United States, with a view of preventing those differences which often arise, when a misunderstanding of the customs of the various markets exist; and to advance the general interests of the grain trade by a more intelligent application of the grades and standards established in the different cities. Also for social business intercourse this Association was founded."

The secretary was instructed to communicate with the chief inspectors of all markets in the United States not represented at that meeting and invite each to become members of the organization. Since that meeting I am pleased to announce that every chief inspector has shown his approval of the work the Association has in hand by becoming affiliated with us. Each Inspector was requested to bring the action of the Association at Des Moines to the notice of those in charge of their respective departments, for the purpose of having the same ratified.

When that meeting adjourned, it was with the provision that the president should have the authority to call the chief inspectors together at such time and place as he deemed best, for the promotion of the work of the Association. On December 9, 1901, I issued the following call for a meeting, a copy of which was mailed to each inspector in the United States and Canada, members and non-members of the Association:

"The success attending the formation of the Chief Grain Inspectors' National Association by the acquisition of several new members since the meeting in Des Moines, Iowa, in October last, assures me that the time has arrived for the Association to meet and take some action toward the accomplishment of the objects for which it was formed. I would, therefore, suggest that a meeting be held in Philadelphia during the month of January, 1902, and that each inspector have prepared minimum samples (say not less than one-half bushel) of each contract grade of grain in force in their several markets and forward them to Philadelphia in time for said meeting. Said samples with the approval of the Association to be submitted to a committee of chief grain inspectors for their review and classification, they in turn to select, with the general good of the trade in view, each sample as in their good judgment should be the minimum of the contract grades, and should such samples be confirmed by the Association, that duplicates of each grade so confirmed be furnished to each chief inspector to be by them submitted to their several grain committees and warehouse commissions for adoption or rejection."

The month of January for various reasons not

suiting a large number of the inspectors, the date was changed to February 13 to 15, at which time sixteen chief inspectors and chief deputy inspectors responded to the roll call, representing the following grain centers: St. Paul, Duluth, Minneapolis, Chicago, St. Louis, Kansas City (Mo.), Kansas City (Kan.), Detroit, Cincinnati, Toledo, Indianapolis, Baltimore, Buffalo, Boston, New York and Philadelphia—nearly every grain center of any prominence.

Each inspector present and a few absent ones forwarded and had placed on exhibition at the Philadelphia Bourse a very fine display of minimum type samples of the various grades of grain.

The inspectors were tendered a most hearty welcome by the officers and members of the Commercial Exchange, and were hospitably entertained in various ways while in the city of Philadelphia by the same body.

Meetings were held each day during the session of the convention; by-laws were adopted, and during the course of the meeting much discussion on various subjects, particularly that relating to the grading of grain, followed and was of a very interesting and instructive nature. Committees were appointed to select the minimum type samples for the various contract grades of grain, which were referred to the convention by the chairman of each committee, and after some discussion they were approved, subject to the approval of the several exchanges and warehouse commissions, with the understanding that unless such samples were unanimously adopted by all exchanges and warehouse commissions they should not be binding on any market.

Sets of the adopted standard samples, eleven grades in all, were sent to twenty-five chief inspectors in the United States to be by them submitted to their authorized bodies for approval or rejection.

The question of the rules for grading came up for discussion, and owing to the difference existing in the wording applied to the various grades in the several markets, a committee of one on each class of grain was appointed to formulate new rules, which will be presented for the consideration of the chief inspectors, now in convention here.

As a result of that meeting, I beg to state that while the replies received were not as numerous as I had hoped for, sixteen in all, it gives me great gratification to announce that favorable action on the type samples presented was taken in whole or part by fifteen of the authorized bodies. The only exchange dissenting by letter, and that in a very emphatic manner, being the New Orleans Board of Trade. The first exchange to adopt the samples in their entirety and confirm the action of the Chief Grain Inspectors' Association was the Commercial Exchange of Philadelphia.

I cannot but feel encouraged by what was accomplished by our Association in the short space of four and a half months after the first meeting in Des Moines, when you take into consideration that in nearly thirty years since the inauguration of official grain inspection no concerted action had ever been taken towards accomplishing the reforms you are so sadly in need of in this line.

While the chief inspectors who attended these meetings have not been entirely successful in obtaining the full endorsement of their appointing bodies by securing their approval of the standard type samples for the contract grades of grain that they have submitted, they hope that they have opened, graded and partially paved the way so that by some definite action which may be taken by this large body of representative grain dealers here present the road of progress may be completed, on which you can drive the vehicle of reform to the end of the route without mishap, and secure a just and honest grading of grain that will be uniform throughout the United States.

The chief inspectors being appointees only and having no control in the establishment of the grades of grain, feel that they have gone as far as they have any authority by the recommendations they have made to their several controlling bodies, and



the matter is now referred to the grain dealers, who must carry the agitation to the several exchanges and commissions, if the object sought for is to be obtained.

Considerable has been said in regard to the national government's assuming, through the Agricultural Department, the responsibility of the grading of grain and the control of the regular warehouses. Only as late as the 28th of November last, this matter was agitated by a publication, in which it was stated that two important recommendations were to be submitted to Congress in December following by the Industrial Commission, involving suggestions for national legislation. One was to the effect that Congress would be urged to pass a law providing for the inspection and grading of grain; and the other was to augment the powers of the Interstate Commerce Commission to regulate warehouses, etc.

The Commission was to recommend concerning the inspection and grading of grain the following: "In order to prevent manipulation of grades by warehouse men and other dealers in grain, it is proposed that a national grade be established as a basis, all grain grading above or below that grade to be sold at a premium or a discount. It is believed this would result in saving to the farmer some part of the profit which now goes to the middleman."

The other proposal was, "That the terminal elevators should be placed under the control of the general government, and that inspectors should be appointed at public warehouses to prevent warehousemen from trafficking in, or mixing grain, or from keeping the better qualities of their customers' grain and delivering the poorer quality."

The suggestions expressed in these recommendations, in my opinion, are absurd. Inspection under state supervision has been tried in four states, and no better results have been obtained, if as good, as when the same departments were under the control and direction of the boards of trade. How can we expect any better results should the national legislators secure control of the appointing of the inspectors? And further, should the national government prohibit the mixing of grain as proposed, where is the poor farmer to come in, should he have the misfortune to raise a crop of grain that should be of an inferior quality? By stopping the proper mixing of grain it would necessarily stop the demand for off-grade and place the farmer at the mercy of the feeders. I have always maintained that the mixing of the high grades with the inferior grades of sound grain is perfectly legitimate and honest, and that no one was injured by such processes if the average standard was maintained. But this work I also maintain should always be done under the supervision of the duly authorized inspectors, if done in the regular delivery warehouses; so as to prevent any mixture of decidedly unsound grains.

I think it to be almost the universal opinion of the grain dealers in this country that political interference with the inspection of grain is not desired; and for the information of the members of this Association and the trade at large, I will state that to obtain the opinion of foreign buyers of our cereals (from whom complaints have been received at various times by the Agricultural Department at Washington and by several of the exchanges at the Atlantic and Gulf ports in reference to the poor quality and condition of some of the cargoes of grain arriving abroad) as to whether they were in favor of our national government assuming control of the grain inspection of this country or not, by request the following letter was mailed to a number of the leading buyers of grain abroad. It speaks for itself:

Philadelphia, March 14, 1902.

Dear Sirs:—We enclose under separate cover for your information, minutes of proceedings of the first annual convention of the Chief Grain Inspectors' National Association, held in Philadelphia February 13, 14 and 15, 1902, from which you will note there is a practically unanimous disposition among our chief inspectors to adopt a system of uniform grading. Of course, their action is only suggestive to their several governing exchanges and warehouse commissions, but it is hoped that these

bodies will, as a unit, approve and adopt the standards proposed by the inspectors.

We also hand you printed report of testimony, taken before the Industrial Commission, of Frank H. Hitchcock, Chief of Section of Foreign Markets of the Department of Agriculture of the United States; the pages of which, especially 32 et seq., may be of interest to you.

The agitation on the part of our government which this testimony indicates, while it is doubtless timely, is yet forestalled by the action of the chief inspectors, who appear to be proceeding in a very practical way and are qualified by experience and special knowledge to bring about more speedily the best results.

The two movements are quite distinct, but there has been nothing inharmonious between the promoters of each. The government would probably be well satisfied if the action proposed by the inspectors is agreed upon.

Our merchants generally on this side, we think, are opposed to the introduction of political methods into our grain trade, the promotion of which, we trust, will ever be free from the motives which so often harmfully effect management of political institutions.

We would be glad if you would favor us with an expression of opinion regarding the desirability or undesirability of uniform inspection; and will you kindly state whether you would prefer to have the administration of it, in the hands of the government or under the management of a commission of expert inspectors, governed by the rules and regulations of the trade itself?

This letter brought forth answers from quite a large number of foreign buyers of grain; and I will read a few of them to show the extent of their interest and feelings on this matter.

One Liverpool correspondent writes:

We are decidedly in favor of a uniform inspection of all grains at the various shipping points, and we consider that it will be most desirable to have the administration of it entirely free from all political influences.

Another Liverpool representative writes:

The reports enclosed of the Chief Grain Inspectors' National Association's meetings and of the Industrial Commission show that you have fully realized how unsatisfactory the present methods are. We certainly think a uniform inspection desirable, and like your merchants we would be opposed to the introduction of political methods into the grain trade; but we do think the sooner you have some higher tribunal than an individual at an inland point or the port of shipment to regulate and check the inspection, it will be the better for every one, American or British. Mr. Hitchcock's testimony is clear and straightforward; there is not a word of it we would criticize from this side. We cannot but admit the great difficulties ahead of you, the enormous territory you would have to cover and the variety of interests, but they are difficulties our American cousins are quite capable of overcoming. Let me instance what upsets all our calculations at times. Chicago and many other important markets, as we all know, are careful of their own particular standards and will allow no abuse of their certificates; but individual firms in Chicago and elsewhere are not so careful of the certificates of other points, inland or seaboard, and if they see a weak spot in the armor of any particular inspection they go for it with disastrous results to the poor importer. Such abuses should not be possible, for after all it is the general body of exporters on your side that must ultimately lose most heavily by them, although we get the first knock.

And still another from Liverpool writes:

We have carefully read through the document and we wish you every success in your efforts to promote a uniform inspection of grain. It is this, in many cases, unreliable nature of the inspection certificate that has proved the bete noir of English traders. Many American centres, as well as the Canadian port of Montreal, have in days gone by victimized our people, and there still exists much uncertainty as to the value of that bit of paper attached to documents, which we designate as certificate. Therefore, you have the best wishes of all concerned in your efforts to establish closer relations between yourselves, and a thorough understanding of the general interests of the grain trade.

From Londonderry a correspondent writes:

The pamphlet containing the proceedings of the first annual convention of the Chief Grain Inspectors' Association received. I found it quite interesting and instructive. I venture to think the proposition that your inspectors of grain adopt a uniform grading throughout your country must meet with the approval of the importers on this side and conduce to greater confidence by buyers that they will get shipped what they buy and pay for. The whole matter seems to be gone into in fullest detail by Mr. Hitchcock's evidence, and puts before readers on this side in a lucid and concise manner not only the methods of inspection of grain but the reason why some cargoes of maize especially arrive on this side more or less out of condition.

With regards to government inspection, in lieu of the prevailing practice, this I look upon as a moot question, having its disadvantages and no doubt having some advantages as well. From the standpoint at this end of the line it does not look to give importers increased confidence in your shipments, grading or inspection, being controlled solely by government officials.

In the first place, these are apt to be selected by political patrons, and if so, may be chosen not so much on account of their fitness or qualification for

the particular duty they are supposed or expected to exercise as for political partisanship resulting naturally in more or less moral delinquency, and this aspect of the case is to be deprecated.

In the second place, inspectors chosen by your Board of Trade, consisting, as they do, of level headed business men who know practically what is wanted and from personal knowledge can judge of the intrinsic qualifications or experience of candidates for such office or appointment, and which no government selection could equal, should be the right man in the right place.

From Rotterdam we have:

I am of the opinion that uniform inspection will be very desirable and that administration of it under management of a commission of expert inspectors, governed by rules and regulations of the trade, will be preferable to the administration in hands of government.

A Duisberg correspondent sends the following:

Your news have been rather interesting. I am of opinion that the business would become much easier if there would be a uniform inspection, and hope we will get it soon.

From Hamburg we receive this:

It is our opinion that it is very desirable to have uniform inspection and there only exist one single standard of each quality. This would simplify the trade considerably, and buyers on this side would certainly consider it a boon to know that a quality they got from one port is the same as that from another. We further think that the administration ought to be put into the hands of a commission of expert inspectors. We think a commission is better qualified than the government.

From an Amsterdam letter the following is quoted:

Regarding the inspections, I am of the opinion that it would be highly desirable that these be uniform; and I am furthermore of the opinion that the administration under the management of a commission of expert inspectors, governed by rules and regulations of the trade itself, is to be preferred to government management.

From Anvers the following is quoted:

The system of uniform inspection will certainly be desirable from the standpoint of the buyers, and though it will be of no importance for them how this result can be obtained, I think that the way in which the Chief Inspectors' National Association is proceeding appears to be a very useful one which will give entire satisfaction.

As it is the general interest of the trade to remain as independent as possible from political institutions, I prefer to see the inspection in the hands of a commission of experts governed by the rules and regulations of the trade itself.

From Manchester we have:

I am pleased there is a likelihood of more uniformity in quality of different American wheats, and hope it will be conducive to better business.

London says:

It will be a very great improvement if the grades throughout the United States can be made more uniform, as it ought to create a better demand for the seaboard grains than hitherto.

Ipswich says as follows:

We think this move will be very beneficial to the English importers, as it is very important for us to know, when we are buying No. 2 Mixed Corn, although it may not always be shipped from the same port, that it will come about the same quality.

Other letters were received from correspondents in Ipswich, Leith, Glasgow, Berlin, Copenhagen, Bristol, Sligo and many other points in the United Kingdom and on the Continent, and all contained expressions continuing in the same vein, which show that the foreign buyers are thoroughly awake and anxious for better results in the outturn of their purchases from this side.

Having furnished you with this statement of what the chief grain inspectors have endeavored to accomplish, as well as the expressions of the views of the foreign buyers on this subject, I cannot close my remarks without adding a few suggestions and explanations as to how and in what manner this work can be taken up by your body and pushed to a successful issue.

I know that many grain dealers (for I have met some of them) will argue that uniformity in the grading of grain can never be accomplished owing to the vast number of varieties of each kind of grain, and for other local causes. This, in my opinion, is a very lame argument, as I contend that wheat that grades No. 2 Red Winter in St. Louis should and ought to grade No. 2 Red Winter in Chicago, New York, New Orleans or any other grain center; and this should apply to No. 1 Northern Spring Wheat or any other contract grade of grain, at all seasons of the year, excepting corn which is, as we all know from experience, subject to climatic and other influences, especially during the



germinating period in the months of May, June and July. (But I will take up this particular grain later on.)

Returning to the question of wheat, oats and rye, I feel that uniform rules for grading and type samples for these contract grains can be adopted; and if graded by competent and intelligent inspectors, the grain should, on arrival at destination (barring damage from local causes en route), be given the same classification and grade as that given by the inspector at the initial point of shipment (except where error is shown to have been made, in which case appeal can be taken).

My reasons for not including corn in the above are as follows: It is a fact well known to you all that the contract grade of corn is No. 2, and that Chicago and New York are the only markets that deal largely in futures in that grain. This, of course, necessitates both of these markets carrying throughout the year large stocks of this cereal; and of necessity, by reason of this particular state of affairs and the perishable nature of this grain, the inspection must be more or less rigid, the inspector having at all times to keep in view weather conditions at time of inspection and unloading, the season of the year and the quantity of grain held in store, etc. At the seaboard outside of New York this state of affairs does not nor has it existed for years. Baltimore, Boston, Philadelphia and other seaboard cities seldom carry large quantities of corn in store for any lengthy period. When corn is moving freely to those points, shipments abroad are active and the stocks are continually freshened by new receipts. This enables these markets to be more liberal with the inspection. It is also well known that the reputation for the satisfactory output for their corn shipments abroad has been maintained for years; and it is also well known that at certain seasons of the year a very large percentage of corn that grades No. 3 in Chicago is forwarded East and grades No. 2 on its arrival there, and gives entire satisfaction to the foreign buyers.

Such being the case, and taking into consideration the peculiar condition of affairs existing in the two markets first mentioned, I believe the best proposition that I could offer to solve this problem would be to have a grade of No. 2 corn adopted that would fill the necessary requirements of the trade in general and not for local interests; and I believe that such a grade should be established, and, with care exercised in the grading, can (except during the months previously mentioned) be subject to the same conditions as to confirmation of grades at destination, etc., as the other grains.

Now as to how this plan can be put in operation, allow me to suggest what has evolved itself in my mind, which may possibly assist you.

First. Bring pressure to bear upon the legislative bodies of the several states where the inspection is controlled by warehouse commissions to have the inspection laws repealed and the control of the inspection placed with the boards of trade or exchanges, the members of which are more capable of managing a business that they are thoroughly conversant with and are better qualified to pass upon the qualifications of the chief inspectors and their deputies.

Second. Continue the present Chief Grain Inspectors' National Association and add to its membership the chairman of each grain committee in the United States. Let this body constitute a Grain Inspection Bureau with power to establish rules for the grading and adoption of minimum standards for the contract grades of grain, the inspection departments to remain under the control of the various boards of trade and exchanges as now in the majority of grain centers.

Third. Let there be a selection by the chairmen of the grain committees of such experts in grain as they think qualified to act as an Arbitration Board to settle disputes that may arise on the grading between and in the different markets and also to see that the adopted standards are maintained in the several markets.

Fourth. Establish a Sample Bureau, where on application standard samples may be procured by

the trade of the minimum grades of grain that have been adopted.

I have this in view so that any dealer who lacks knowledge or experience will be in a position to familiarize himself with the grade requirements and will be enabled to discriminate in his purchases from the producer as to quality and educated as to the classifying of his grain so as to obtain contract grades at the terminals.

The government is expending this year \$270,000 in its work of distributing seeds, a large part of which is for educational purposes. Why should not something be done to educate the dealers in grain in some of their trade requirements and bring them closer to the departments upon which they have to rely so much for justice?

The question will arise, Where are the funds to come from to inaugurate and carry on this work? My answer is, let there be a per capita tax put upon the membership of the different boards of trade and exchanges and in due time, if success should attend your efforts, let the government lend a helping hand, as I am confident the benefits to be derived by the agricultural interests will warrant the granting of government aid.

## COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### Valid Second Pledge of Warehouse Receipts.

A written pledge, or transfer, of an interest in warehouse receipts to secure a debt, the Supreme Court of Ohio holds (*Hunt vs. Bode*, 64 *Northeastern Reporter*, 126), is valid without actual, or manual, delivery, where such receipts are being held by another creditor on pledge as collateral security for a loan of money made by him to the same pledgor, or transferee, the second pledge or transfer being equivalent to actual delivery of the property pledged or transferred; and a request by the pledgor, or transferee, to his first pledgee that when his debt is paid he shall deliver the collateral to his other creditor, constitutes sufficient possession of the collateral by such other creditor.

### Construction of Contract for Corn Claimed to Have Been Sold on St. Louis Inspection.

On March 30 a St. Louis company wrote to a Mississippi firm, saying: "We confirm sale to you to-day of about 1,000 bushels 2 white corn at 36½ and 1,000 bushels 2 white corn 37, St. Louis inspection, with invoices to be final as to condition and quality of corn."

April 19 it wrote: "Your long letter of the 14th received. While we know it is not a just claim, especially on car of 2 corn, we have concluded to pay it, rather than have any unpleasant differences with you about the matter; but we wish to say now that we will never pay any more such claims. We will ship you the grade of corn you order, and use our best judgment to get you good corn, but you must take your chances. We can't do it for the little profit we get out of it."

April 26 it wrote: "Your letter of the 24th received, asking us to wire on Monday prices of strictly dry, sound, mixed white corn. As we had quoted you price by mail Saturday evening, and there was no change in price, did not wire you to-day. However, we cannot quote you strictly dry 2 white corn or 2 corn, as you know there is none of it that is strictly dry, and can only quote you by St. Louis inspection. We will do the best we can to give you dry corn, but we do not guarantee it. Quote you again this evening by night message."

April 29 it wired: "Two mixed corn 38, white 41½, same terms."

On the same day the firm wired the company: "Ship 3,000 bushels sacked 2 mixed corn sound and dry."

From the foregoing, the Court of Appeals at St. Louis, Mo., think it clear that the firm had pre-

viously bought corn from the company on an agreement that its quality was to be ascertained and fixed by an inspection at St. Louis, and that it bought this last corn on the same terms. Consequently, it holds that the position that there was no contract between the parties because the company offered to sell only according to St. Louis inspection and the firm never agreed to that offer was untenable. (*Gratiot Street Warehouse Company vs. Wilkinson*, 68 *Southwestern Reporter*, 581.)

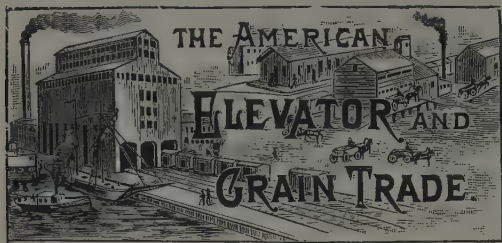
Furthermore, the court says that, considering the fact that the company had repeatedly informed the firm that it would only sell according to St. Louis inspection, there could be no doubt that an order of May 1 contemplated that mode of fixing the quality of the grain, although the company only quoted the price of corn, in a telegram of that date, and said nothing about an inspection of other terms of sale.

When a party purchases goods without first seeing them, he usually has the right to make an examination before accepting and paying for them, to see if they are the kind he ordered. But, the court says, if he makes an agreement by which a third person's decision on that point is substituted for his own, that decision is binding on him in the absence of fraud. Stress was laid on the circumstances that the company consented to an examination of the grain in the cars at destination and had compensated the firm for losses previously sustained on account of shipments of corn being partly of inferior quality. The court, however, says that they would not have been conclusive even if the correspondence had left the question of the terms of sale in doubt and were of little, if any, weight when considered in connection with the letters and telegrams, which made an unambiguous contract, and with oral testimony, which explained the concessions, the evidence being clear that the firm were permitted to examine the car loads in controversy merely to induce them to settle.

Then, the firm made the further point that the corn belonged to the company until they had paid the draft drawn on them for the purchase price attached to the bill of lading and sent to a local bank for collection, and that any change in its condition by which it became unmerchantable prior to the surrender of the bill of lading to the firm by the bank entailed a loss to be borne by the company as the owner and not by the firm. This contention, the court says, simply renewed in another guise the argument that the corn was to be accepted or rejected by the buyers after an examination at destination and could only be allowed by totally disregarding the contract that the corn was sold on St. Louis inspection. There was no need to stop to inquire whether the title passed to the firm when the grain was delivered to the carrier in St. Louis for transportation. It was enough that they had agreed to buy on St. Louis inspection. When that inspection determined the grain was of the quality ordered, they became bound by their agreement to accept and pay for it when it reached destination and were responsible for the damages the company sustained by their refusal to do so. The question was not concerning when the title passed, as it would have been if the grain had been destroyed in transit, or if the company was suing for the purchase price instead of to recover damages alleged to have been sustained by the firm's refusal to accept or pay for the corn in controversy, but whether or not the firm kept their agreement to take it if the St. Louis inspector passed it as being of the quality ordered. They admitted that they refused to take it, and in defense of their refusal set up neither that the inspection was fraudulent nor that the inspector did not certify it to be of the stipulated quality, but that they never agreed to buy on St. Louis inspection. Judgment in favor of the company affirmed.

John O'Hara of South Charleston, Ohio, claims the first car of shelled new corn shipped this season from Central Ohio. The corn was shelled at his elevator and shipped on October 21 to Circleville, where it was dried and ground to corn meal and exported.





PUBLISHED ON THE FIFTEENTH OF EACH MONTH BY

## MITCHELL BROS. COMPANY

(INCORPORATED.)

OFFICE:

Manhattan Building, 315 Dearborn Street,  
CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor  
A. J. MITCHELL.....Business Manager

Subscription Price, " " " " \$1.00 per Year  
English and Foreign Subscription, " " " " 1.60 " "

### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., NOVEMBER 15, 1902.

Official Paper of the Illinois Grain Dealers' Association.

## TRADE AGREEMENTS IN IOWA.

There are many evidences that American citizens in general, and American courts in particular, are recovering from the anti-trust mania that recently afflicted the country, which as formulated in state laws was an evidence of spasm rather than of deliberation; but the recent decision of the Iowa Supreme Court, affirming that of the lower court, in Willson & Jacobson vs. Morse & Clark, is rather the most direct return to sanity that we recall.

The parties were engaged in the grain business at Grinnell and had agreed to buy the crop of 1895 on joint account and divide the profits. They quarreled over the division; hence the law suit, in which one side swore the firms had combined in order to stifle competition, and that, therefore, their contract to divide the profits was unlawful and void.

But the court held otherwise, the learned judge who prepared the decision of the court, saying:

It does not sufficiently appear that the contract was illegal. On the contrary, we are constrained to hold that it was entered into and executed for a proper and legitimate purpose, and that while Morse may have thought that by such an arrangement he could control the local market, there was no intent to stifle competition except as consolidation of two firms would effectuate that purpose.

The court sees, as sane minds usually see, that an agreement of the kind named is far from forming a monopoly, which is what the common law and statutory law alike prohibit. There was nothing in their agreement that would prevent competition with either or both of the parties by others, had such competition been profitable to a third party. The one thing that law makers affected by spasm overlook is the fact that other than reasonable profit—and often less than a reasonable profit—invariably invites and stimulates competition; so that any unfairness to the public resulting from such a

trade agreement as the one under consideration invariably defeats itself by creating the competition the agreement was expected to stifle. It is, therefore, impossible to form a monopoly by any such compact, which may, indeed, be a public benefit rather than otherwise.

### THE CORN CROP OF 1902.

The government statistician's crop report for November makes the current corn crop the largest this country has ever seen, with quality at 80 against 73 a year ago. On this basis the yield is estimated at 2,530,000,000 bushels and the world's crop at 3,000,000,000 bushels.

The stated condition, 80, is rather against the theory of immense quantities of soft corn. This seems to agree with latest reports from the country. In the extreme north of the corn belt there is undoubtedly much soft corn; but generally throughout the belt reports are coming in that the grain is husking out in better condition than was expected. The chief point of discouragement is the apparent indifference of farmers to the desirability of sorting corn while husking. Hard and soft corn is found in the same field; and the shrewd farmer would make money by sorting. But the majority of farmers will not do it, simply because they harbor the idea they can work it through anyhow. It will remain for the dealers to show them they are making a mistake, by taking the corn for just what it is.

Shortage of cars is going to be a trial, and dealers must make up their minds in time of car famine to be content with what they can get. Everywhere there are signs of railway congestion due not merely to heavy grain tonnage, but to immense merchandise freights. All these conditions do not promise to make the season an easy one; but it is going to be better than was looked for six weeks ago.

### QUOTATIONS DECISION.

The U. S. Circuit Court of Appeals, in the quotations decision, has established legal defenses for a species of property which it has been more popular than just to ignore in large part. The court holds that market quotations are the property of the exchanges, and must be treated as news which may be published only by virtue of their permission and under their direction; that the duly authorized collectors of the quotations become endowed with property rights in the quotations and are entitled to the protection of law in their distribution as news, the same as a news agency is endowed with the ownership and control of the news it collects during the progress of its transmission to the purchasers thereof. The telegraph companies, being carriers and not the owners of news matter, would not presume to deliver telegraphic news reports by the associated press to others than subscribers thereto. The court treats market quotations as property of the same character, which accordingly must be purchased by the recipients from the owners or collectors thereof and which may not be distributed by the purchasers except as authorized by the exchanges.

This ruling puts a new phase on a controversy that has been working steadily in the courts toward a common sense basis. It may cut off quotations from piratical parasites in bucket-

shops, and is notice to the telegraph companies, which have been inclined to treat quotations as a perquisite which they might distribute at will, for a consideration to themselves, that they have no rights whatever in the quotations except such as they purchase for a definite and stated purpose. Such being the law, the fate of the bucket-shop gambling house and the behavior of the telegraph companies are entirely within the control of the exchanges.

The only point the court fails to elucidate, so far as published reports of the decision indicate, is the theory, advanced by the Illinois Supreme Court, that the quotations are "affected by a public interest," and that if distribution is made of them to the public as news such publication must not be tainted by discriminations.

### MUTUAL INSURANCE IN NEBRASKA.

Secretary Bewsher of Nebraska has published the report of the special committee on mutual insurance appointed at the last annual meeting of that association. The report is adverse to the proposition to establish a mutual fire insurance company as a part of the functions of the Nebraska Grain Dealers' Association. The objection is that such a step might jeopardize or interfere with the effectiveness of the work of the association and that it is unnecessary, in view of the existence of reliable mutual companies which are able to give grain dealers all the fire insurance they may need.

The report is, however, welcome in that it includes an opinion by C. F. McGrew, vice-president of the Omaha National Bank, to the effect that bankers generally would consider the insurance policies of approved mutual companies satisfactory collateral for loans. This is an important point. Doubtless it has been hitherto passed upon elsewhere, for mutual fire insurance is quite old, as all know; but it is gratifying to have the fact reiterated from a reliable and competent source, and so set at rest any apprehension dealers may have had of different treatment.

### A CO-OPERATIVE FAILURE.

A case from Algona, Iowa, discloses the troubles that impede the way of the farmers' elevator toward success. It is so easy to make profits on paper before the fact that the mystery of failure becomes the more inexplicable to the victims *post hoc*. In the Algona case the business was continued for two years, at the end of which period the managers for the first time discovered that something was quite wrong; since the company was found to be in the hole to the tune of \$14,000.

The theory on which the company was based was so perfect in the shareholders' eyes that only one conclusion could be reached by its managers as its cause of failure, to wit, that the manager, one Thompson, had embezzled the funds; and thereupon a willing grand jury indicted him. On the trial of the case, in September, however, it appeared that the board of directors had met monthly and had examined the books and that most of them claimed to understand them; nevertheless they had failed to discover that the business was being badly managed until the company was \$14,000 to the



bad. Under the circumstances, then, all efforts to prove that Thompson had misappropriated the funds failed, and he was discharged by the court as not guilty.

With all due respect to these "hard-headed" farmers, this is a characteristic case. Basing their theory, as no doubt they did, on the doctrine that it costs practically nothing to handle grain, they naturally transacted a co-operative company business on that theory; and doing so, it came to grief, as business done on such theory always will.

### IS IT NOT MISREPRESENTATION?

It is positively wicked the way a certain large class of semi-political farm papers urge the doctrine of co-operation, which is so seldom justified by any local conditions that may be discovered by any except a demagogue's eye. For example, a prominent farm paper recently said that—

In one Illinois locality this summer, oats sold on the local market for 30 cents. In another neighborhood less than 50 miles further from a central market, farmers received only 20 cents for oats of the same grade. At the first named place competition among buyers was free, and the grower got about what his crop was worth. At the last, the local elevator combine took about all the profit in raising oats. This is all wrong and will never be corrected until the farmers take the marketing of grain into their own hands, etc.

Now, of course, it is not impossible that this story is true; but in Illinois especially conditions are such that it is so improbable that one is safe in saying the editor who wrote such stuff was deceived. And this can be maintained, if for no other reason than that the "elevator combination," so called, would not permit such extortion for the one reason, if for no other, that it would invite scoop-shovel or other objectionable form of competition. Successful elevator men, in or out of a "combination," are a pretty human sort of fellows; but when you catch one of them who is a downright fool bring him into camp and brand him as a freak.

### WHY SCALP MR. HYDE?

A movement has been organized by Representative Hepburn of Iowa and certain census officials, as well as cotton traders in New York and a few grain men in the West, to legislate Statistician John Hyde out of office by consolidating all statistical departments of the government under one head in the proposed Department of Commerce. The peculiar wisdom of this lumping of pieces of various other departments to make of them a piece of still another department is not very clear; but it would undoubtedly bring success to the scheme to take off Mr. Hyde's scalp just under his chin.

Mr. Hyde's cause of offense is that his estimate of crop yields for 1899 did not correspond with that of the census bureau; and that he gives out his report after the close of business on 'change on the 10th of each month, making his figures available in London before the New York cotton and the grain markets open in America on the 11th.

This attack seems hardly a fair one, for it seems to be directed at Mr. Hyde personally rather than at the department of which he is the head. No one in the trade has, we believe, questioned Mr. Hyde's entire honesty; the complaints have been aimed rather at the inadequacy

of the materials at his command to make his monthly crop reports what they should be. Where so much is necessarily left to conjecture, exactness is impossible; and it is the more surprising that Mr. Hyde has done as well as he has done. If his division should be transferred to a proposed Department of Commerce and there provided with no more help than Mr. Hyde now commands, it is morally certain it could give no better results; and without Mr. Hyde's experience it might fairly be expected to do far worse than he has ever done, charging Mr. Hyde with the worst his enemies have said of him. The better policy would be to give the division a business-like organization and give the chief a chance.

### HAY CLASSIFICATION DECISION.

The decision of the Interstate Commerce Commission reducing hay in the "Official Classification" territory from the fifth to the sixth class is a most important one from every point of view. Primarily, the hay trade is to be congratulated because of the immense monetary saving effected; and until the order of the Commission therefor is served and the rates are actually reduced in accordance, shippers are advised by the officers of the National Hay Association to pay hay and straw freights at the fifth class rate under protest and request freight agents to note such fact of protest.

But the decision means more than that. It attacks the principle contended for by many of the railroad managers, that the Commission has no power to fix rates, which the ruling of the Commission in this case does by indirection. If the roads in the classification territory named accede to the ruling; therefore, a step will have been gained by the precedence of assent; if they do not, then it is made clear, in a more emphatic way than ever before, because more direct, that the interstate commerce law must be amended, both in order to make plain the intention of the law and to localize—in the hands of the Commission, with right of appeal to designated courts—the powers necessary to enforce the orders and decisions of the Commission charged with executing the law. This remedy has long been needed. The hay decision may, perhaps, be the crisis that will hasten congress to grant the relief so long sought by both shippers and transportation companies.

### UNIFORMITY OF INSPECTION.

The aims, purposes and accomplishments of the Chief Grain Inspectors' National Association, at home and abroad, are very ably presented in Mr. Foering's paper in another column, as well as in the tentative descriptions of contract grades of grain presented by the Association in still another column, to all of which matter the reader's attention is directed.

The old-time theory that uniformity is impossible, owing to the different needs of different markets, has been disposed of by the inspectors, who not only have defined uniform contract grades but have delivered to the exchanges having inspection bureaus samples of the standard contract grades made up in accordance with said definitions. Nor will there be any longer denial of the desirability of uniformity of inspection strictly on the line of such

definitions. Corn inspection at Chicago has long been a source of friction. And at a banquet of the St. Louis Millers' Club on October 18, Mr. Ballard of Louisville made the same complaint as to non-uniformity of the inspection of wheat, suggesting it as one of the things which might interest associated millers.

"We all know," he said, among other things, "that the great bulk of the wheat moved would be No. 2 if it was properly inspected; that is, if it was No. 2 at Kansas City, that same grain should be graded No. 2 when it reaches other markets." And having given a number of instances where wheat did not so grade, he concluded, "It seems a pity and a shame that No. 2 wheat in one part of the country should not be No. 2 in every part, provided it is properly inspected." The Canadians encounter the same nuisance, when Manitoba wheat is differently graded at Canadian inspection points east of Fort William.

The standardization of material products is a universal tendency in civilized countries; and all exporting countries are working also toward that point where the grading of all exported products subject to sophistication will be guaranteed by the government. Why should American grain be an exception? Assuredly it will not long be so; for unless the exchanges themselves enforce uniformity, the government, through the Agricultural Department, is more than likely to do it for them *volens volens* by making inspection a government function. The wind already blows in that direction.

### CHICAGO INSPECTION OF CORN.

The merits of the grain dealers' side of the controversy over the inspection of corn at Chicago are pretty well gone over in the news columns and in the letter of Assistant Secretary Lloyd. However these arguments may affect the officialism aimed at, there can be no doubt of the seriousness of the situation. Comparatively few dealers in the great corn states will be able this season to handle contract corn as determined by the Chicago inspection on current lines; and their dilemma is obvious.

From a professional point of view, the position of President Warren and other Board of Trade men is undoubtedly correct. But if, as Mr. Counselman remarked, as quoted by Mr. Lloyd, corn that graded in No. 3 at Chicago could be sent abroad and graded No. 2 in Europe, it is difficult to understand, as Mr. Lloyd says, why it is not good enough and "dry enough for storage purposes in Chicago." This condition suggests the query, Is the solicitude at Chicago for the integrity of the grades *per se* so real as anxiety for the speculative business pure and simple?

To one not interested in speculation in grain the thought is quite a natural one, that the machinery of a public exchange should be directed toward facilitating the handling of the actual stuff that reaches the market. Yet as conditions now are and have been coming to be for some years past, this machinery seems actually to be in operation more for the purpose of confining public trading on the floor to commodities that are coming to be more ideal than real, as the Illinois Valley Association's preamble so pointedly suggests.



# EDITORIAL

## MENTION

Look out for patched up cars. "The woods are full of them," and may be fuller. They may or may not hold any grain by the time they reach the terminal elevator.

Grain elevator building continues active, and the inference must be drawn that present conditions in the trade are attractive to men seeking profitable business investments.

Urge your farmers to sort their corn and throw out the damp and damaged grain. It will pay them and you. Try to discourage too hasty cribbing in large quantities.

The agricultural department has taken up flax for statistical treatment and will publish a report on the present crop in December. Will virtue be its own (and only) reward for this, too?

Be careful about paying too much for seed that is stained or has been wet. Better first send samples to your broker and get his opinion as to its value, unless you are sure of your own judgment.

Low prices of land are attracting farmers in large numbers to Manitoba and adjacent countries in British North American possessions. This means more northern-grown grain in the world's markets.

The employes of the line elevator companies in northwestern Iowa held a meeting at Sioux City on November 1 and 2. The purpose was to bring the employes together to discuss their personal interests.

This is a good year to adopt the written contract. It would serve the double purpose of holding farmers to their contracts and also of encouraging them to take better care of their corn before delivery.

The grain dealers of Central Illinois have agreed to buy no corn of crop of 1902 that is not properly shocked except at a discount, for obvious reasons. Dealers elsewhere should take similar precautions against the marketing of moldy and damaged ear corn.

The Commercial Club of Fremont, Nebr., has filed a protest with the U. P. R. R. Co. because it granted a site on its right of way for an elevator to be built just east of the city and within what is claimed to be the city's legitimate "sphere of influence." This is certainly a novel proposition, the sequel of which will be looked for with interest.

The agricultural college authorities at Ames will have a corn and live stock judging school and exhibit at Ames, Iowa, on January 5-17, which has begun to attract attention in Iowa. Similar schools have been held annually for several years at Champaign with visible effects on the quality of corn grown in the corn belt of central Illinois, a district of which the uni-

versity at Champaign is the center. In the great corn state of Iowa the importance of this kind of training for young farmers can hardly be overestimated.

The Chicago grain shipping department under Mr. Foss is beyond the control of the politicians. It is conducted as a business proposition. The West need not be told with what success. At East St. Louis a similar bureau is operated by the politicians. The latter is too new to "bear witness" for itself; but people do talk of "goings on" there already.

The Buffalo pool will end with navigation season, it is now announced. The steel houses, having engaged their winter grain, will not divide with their whilom friends and associates, the wooden houses, whose insurance rate will be something like six times as great on contents as paid by the steel houses. This seems like ingratitude, but "business is business" nowadays.

Ex-President Washburn of the Minneapolis Chamber of Commerce in his last annual address recommended the adoption by that body of an additional rule for the prevention of grain corners in that market, which shall provide that the next lower grade may be applied on contracts at a difference which shall be established by the board of directors or by a committee named for that purpose.

New Orleans is still running a double-header grain inspection—nominally, at least; but the returns show that the inspection of the Maritime Exchange covers the bulk of the grain, both incoming and outgoing. Northern shippers to the city need have no apprehension of suffering from the situation, for the controversy has by this time been reduced to a struggle to control the out-inspection, the incoming grain being practically all inspected by the Maritime Exchange, which is endorsed by nearly all the grain men of the port.

Damage amounting to about \$300 was done the grain drying plant of E. P. Mueller at Milwaukee by the igniting of dust lodged upon and alongside of steam pipes. The old theory that steam pipes will not set fire to dust or tangential wood has been exploded long since; yet even careful owners will neglect the annual clearing of steam pipes and their conducts of dust before firing up in the fall. In the case at hand the flames had to be chased up a chute before they could be extinguished, showing that no care or cleanliness can be misplaced as a preventive of fire loss.

After all, that which is great or small is so only by comparison. A shortage of one per cent of a car of grain weighing out a maximum of 500 bushels was not so serious as the loss of one per cent of a 900-bushel or 1,500-bushel car. So, too, it seems, at Buffalo a shortage of 400 bushels in a cargo of 20,000 to 75,000 bushels might make the owner squirm; but when cargoes pass 175,000 to 200,000 bushels, leaks of 384, 408 and 400 bushels, such as were recently reported by three vessels, were dismissed with, "There was a leak somewhere, but the vessel owner was not interested in finding it."

Happy owner who can stand it; happy market that has no "kickers"!

The Ohio dealers did wisely in deciding to cultivate the friendship of the millers. The millers are reasonable men, and they must have grain. It is quite as unfair to bid up prices on them as the reverse or to unfairly overbid one's neighbor. The thing to do is to recognize millers as brethren of the trade and they will respond cordially.

The grain trade may be interested in knowing that the article in the Encyclopedia Britannica, tenth edition, on "The Grain Trade of the World" was written by G. J. S. Broomhall of the "Corn Trade News" and Liverpool correspondent of the Chicago Board of Trade. The selection of Mr. Broomhall to write this article makes him in the estimation of the editors of the encyclopedia the first authority on the grain trade in the world. The article itself is singularly original in its method of treatment, as well as exhaustive in its analysis and detail.

Clinton county, Indiana, gets the red letter in the census of 1900 as having had in 1899 the largest acreage yield of corn per acre in the United States, the yield having been 54.1 bushels. Tipton county, Indiana, was second, yield 53.7 bushels; Edgar county, Illinois, next, with a yield of 53.6 bushels. Considering that these figures are the average of 78,353, 55,391 and 147,417 acres respectively, the yields are certainly remarkable. The only other counties averaging over 50 bushels per acre were Howard county, Indiana, 52.4 bushels; Chester county, Pennsylvania, 51 bushels, and Douglas county, Illinois, 50.9 bushels.

The insurance companies are laying more stress on the inspection of unclean buildings. This is a hopeful sign. The system ought to have been fashionable long ago. The man who in the past has kept his premises in order so that they have not burned has been paying the losses on dirty buildings that have burned, which ought never to have been insured at all, and would not have been had the companies had the losses rather than their premium income in their agents' eyes. Premises and property will burn, of course, but the losses of the mutual companies show that the board companies have been paying a premium to create losses rather than to discouraging them. When they adopt the other policy there will be ample insurance enough to go round at a profitable rate; and this won't be a confiscatory one, either.

Bre'r G. J. Hammond of bucket-shop fame in Minneapolis has made quite a newspaper stir of late by posing as father to a scheme to start an "independent board of trade" in the Flour City. One is not exactly certain what he means, but judging from the plight of the bucket-shop system in the Twin Cities at this present, "any port in a storm" would seem to be Mr. Hammond's immediate cue. Of course, Mr. Hammond's name alone would hardly add much to the glamor of his scheme in the eyes of the elect in grain circles; and one is surprised also to see that the Farmers' Elevator Company, of which W. H. McPherson and our old friend J.



C. Hanley of St. Paul are high officials, has been able to get its name tangled up with the "Independent Board of Trade." One expects a lot of foolishness from discontented and weary farmers with "wheels," but they really ought to draw the line somewhere.

A suit was begun in the United States Court of North Carolina some weeks ago which may have an important bearing on interstate commerce by bringing forward for a decision the vexed question of discrimination against terminals. In the suit at bar it appears that the roads from the West to the seaboard at Norfolk, Richmond, etc., refused to give Wilmington, N. C., an equivalent rate. An investigation by the Commerce Commission resulted in an order that, as the Wilmington rate was excessive, it should be reduced. The roads ignored the order; whereupon the Wilmington Traffic Association took the case to the United States Court, reciting the fact that the Commission is devoid of power to enforce its rulings. It is remarkable that this state of facts has not already been passed upon by the Supreme Court, for we assume by the beginning of the suit it has not been.

The Farmers' National Congress held very recently at Macon, Ga., in which no less than twenty-six agricultural states were represented, adopted a resolution condemning the present system of seed distribution by congress. The farmers urged in place of the present scandalously wasteful system, that only new and rare varieties be sent out, and that these be under the control of the secretary of agriculture. With the existing experiment stations, the wisdom of sending out even "new and rare varieties" may well be questioned; but the Farmers' Congress proposition is so much more rational than that of congress one can but hope that by some miracle the latter body might be made to see the folly of its ways and stop it—a good deal to hope for, by the way.

"Will it pay to dry corn?" is a leading question this year, in view of the very large amount of damp corn in some parts of the corn belt, which is likely to spoil if cribbed in that condition or to pass inspection only at a low grade, if at any grade. But drying by old methods of kiln drying is open to objection. Grain drying is a water-evaporating process which cannot be pushed beyond a certain limit in order not to destroy the germ of the grain. A shrinkage of 5 per cent may be expected on all grades below No. 2 and No. 3, but this is offset by the value added to the dried article, which should also be improved in appearance. It would seem that this year the profits in drying ought to be quite considerable. It will of course depend on the difference in price between the lower and higher grades. For example, assuming that "no grade" corn sells at 30 cents and No. 2 at 40 cents, an elevator with facilities for drying 5,000 bushels per day ought to clean up a neat sum; for 5,000 bushels at 30c would give, counting 5 per cent shrinkage, \$1,900 if sold at 40c, or a profit of \$80 per 1,000 bushels. The cost of drying 5,000 would be \$25, which would reduce the net profit to \$55 per 1,000 bushels, which is not a bad

day's work. The number of days the dryer would work depends of course on local conditions. Drying pays big money at the terminals; the country buyer ought to be able to take some of that cream himself.

President Hunter and Secretary Stibbens of the Grain Dealers' Union, on the suggestion of some Missouri dealers, are endeavoring to extend the membership and influence of the Union further into Missouri. That state has been blessed this season with the heaviest wheat and corn crops in her history, and is peculiarly open to the depredations of the scooper and wild-cat buyers. Yet the trade there seem singularly apathetic as to organization. One of these days, when wars and rumors of wars may have wrought their devastation, the supine dealers down there will appreciate better the good offices of the Union than they do now, perhaps. A meeting will be held on the 24th inst. at Moberly, if enough dealers respond to the notice to make it worth while. The grain dealers of northern Missouri should make a special effort to have such a meeting held, and should cooperate with Secretary Stibbens to that end.

Trading in the Southeast is a different proposition in some respects from what grain dealers in the North usually encounter. But, as letters to the department of "Communicated" indicate, the objectionable features are by no means irremediable. In the first place, although business methods and habits in the Southeast may not be exactly the same as those of the North, the assumption that the receivers of the Southeast are wholly at fault for the existing conditions there is rudely jarred by the letters of Messrs. Brandeis & Son, Messrs. Frith & Co., etc. The truth is, anxiety to sell is the fundamental cause of the demoralization complained of. It is to be hoped the Southeast will soon organize, not only because it would benefit dealers there by giving them the benefit of an organization for the management of their own local business, but because it would help amazingly to put an end to the unwholesome influences injected into their trade by inconsiderate Northern shippers.

The facility with which the firm of Blew, Armstrong & Co., of Minneapolis, managed to swindle certain banks by means of forged bills of lading shows to what a remarkable degree confidence enters into the machinery of commercial transactions, especially transactions in grain. It would be as difficult for an honest stranger as for a dishonest one to obtain advances from a bank on drafts with BL's attached; but once let a dishonest, or a weak, man establish, by a series of regular transactions, a precedence or a reputation as an honest man, and no one is more "easy" than his banker or broker. The wonderful thing about it is, not so much that bankers suffer from misplaced confidence as that they suffer so seldom; and it is to the everlasting credit of the grain trade, which is more often than justly criticised, that while the methods in vogue for conducting its business may be said in a way to encourage irregularities such as Blew and Armstrong practiced, yet, as a matter of fact, such irregulari-

ties are amazingly few compared with the possibilities therefor, and that the vast confidence in its honor and integrity reposed in the trade by bankers is so rarely abused. The defalcation of Blew and Armstrong, reported in another column, is not, therefore, a blot on the grain trade or its methods; but they do suggest the thought that to protect the system no pains should be spared by grain men to co-operate with the banks to investigate the resources and methods of its members, and to root out those who abuse their privileges.

## IN THE COURTS

J. W. Redden, who bought grain at Smithland, Iowa, for the McNeil Grain Company, has sued that company for \$732.50, which amount he claims is due him on account.

Lewin J. Wood of St. Paul on October 25 began suit against the Chicago Board of Trade Association for \$400,000 damages. Mr. Wood was a member of the firm of Edwards, Wood & Co. of St. Paul, and was expelled from the Board because, as alleged, his firm was interested in bucketshop transactions.

W. L. Taylor, operating as W. L. Taylor & Co., grain commission, at Topeka, Kan., has failed for about \$9,000, and on October 14 filed a voluntary petition in bankruptcy at Topeka. Mr. Taylor says he expects to pay in full and will resume business. He was caught short of September corn. He had been in business since April, 1902.

The Farmers' Coöperative Grain Buying Association of Solomon, Kan., on October 31, obtained an injunction restraining Hoffman & Son of Enterprise from interfering with property to which said Association claims right of possession. The Association had leased an elevator of Hoffman & Son of which they recently attempted to secure possession.

The appeal to the United States Supreme Court of the Glucose Sugar Refining Company of Chicago from the decision of the Illinois Supreme Court in the case brought against it by Geo. P. Harding and others has been dismissed for want of a printed record. The original suit was brought to prevent the absorption of the American Glucose Company of Peoria, Ill., by the so-called "glucose trust," which contention was sustained by the Illinois Supreme Court.

An attachment suit was brought in the Circuit Court at Memphis on October 20 by George W. Brooke against the Perry N. Allen Grain Company for the purpose of collecting an overdraft for \$1,000. The plaintiff is a resident of Atlanta, Ga., and had business transactions with the defendant company by which he claims there is due him the sum of \$1,000 on a draft collected by them for grain which he did not accept. The attachment was upon a car of oats at the Chotaw Elevator, the property of the defendant company.

Proceedings have been commenced by the state authorities of Wisconsin against the C. M. & St. P. Railway Company by Charles Mann, a coal dealer and grain buyer at Mayville, Wis. He alleges that the rate per ton on coal shipped from Milwaukee to Mayville is \$1, while between Milwaukee and Oshkosh, it is only 75 cents, although the distance is much greater. The railroad officials defend their rate by saying it is not unjust discrimination, as at Oshkosh it is necessary to compete with the water rates, as coal is brought via Lake Michigan, Fox River and Lake Winnebago.

A farmer in the Gallatin Valley of Montana reports a yield averaging 132½ bushels of oats from a field of 50 acres, counting forty-one pounds to the bushel. Barley in the same Valley has averaged sixty-five bushels and winter wheat thirty bushels on equally large or larger acreage.



## TRADE NOTES

The B. S. Constant Co., Bloomington, Ill., inform us that trade is very good with them and that their new B. S. C. Chain is booming their Patented Ear Corn Feeder.

The Hart Grain Weigher Co., Peoria, Ill., has purchased the business and equipment of the American Mfg. Co., Racine, Wis., which made a similar class of machines.

Borden & Selleck Co., Chicago, report large sales to the grain trade of Howe Scales and Howe Gasoline Engines. They are also pushing the sale of a grain conveyor for which they make strong claims.

Tweeddale & Harvey, manufacturers of the Perfection Grain Drier, Chicago, Ill., will soon place on the market a new system of purifying oats and other grains, which can be used in connection with their grain drier.

Nordyke & Marmon Co., Indianapolis, Ind., have issued a handsome new roller mill catalog, No. 221. Those who are interested in roller feed mills should secure a copy, which the manufacturers will supply on request.

The F. H. Schule Co. has been incorporated in New Jersey with a capital stock of \$1,000,000, by F. H. Schule, 27 Thames St., New York, and others. The purpose of the company is to manufacture separators for grain, etc.

The Monier Manufacturing Co. of Chicago, Ill., has purchased six acres of ground at Indiana Harbor, Ind., and is erecting six buildings, size 40x240 feet each, for the manufacture of ferro-cement for roofing and siding plates.

The Hall Distributor Co. of Omaha, Neb., are making a very extensive investigation by circular correspondence of the "cause of mixing grain in country elevators." When completed it will be the most exhaustive and valuable compilation on the subject in existence.

We have just received from the Stephens-Adamson Mfg. Co., Aurora, Ill., a handsomely printed and illustrated circular devoted to Belt Conveyors. Their self-oiling dust-proof carriers are fully described, as are also their conveyor belting, take-up boxes and ring-oiling hangers.

The Dodge Mfg. Co., Mishawaka, Ind., are installing for the Colorado Iron & Fuel Co. at Pueblo, Colo., two rope drives. The driver has twenty 2-inch ropes, with thirty-six 1½-inch ropes on each sheave. Their weight as completed is about 110 tons each. These wheels are 22 feet in diameter by 12½-foot face.

Engineers who desire perfectly tight joints should send to the Jos. Dixon Crucible Co., Jersey City, N. J., for a booklet and free sample of Dixon's Pipe-Joint Compound. This flake graphite compound is impervious to the action of heat or cold, acids or alkalies, gives a perfectly tight joint and at the same time it can be easily taken apart if desired.

A. T. Ferrell & Co., Saginaw, Mich., report a recent sale of a carload of fifty-four Clipper Cleaners, both hand and power, to J. B. Hansenclever & Sons, Buenos Aires, South America, to be used in cleaning grain and seeds in the Argentine Republic. Another foreign sale was a No. 9 Brush, Dustless and Special Air Clipper Cleaner to Thomas Whalley, Liverpool, England.

For the purpose of better handling their trade in the states of Georgia, Florida, Alabama and Mississippi, Sprout, Waldron & Co. of Muncy, Pa., have opened a branch office at Atlanta, Ga. This office is in charge of John W. Taylor, who has an acquaintance of 15 years with the Southern trade, including the cottonseed oil-cake trade. Mr. Taylor will give special attention not only to the flour and feed mill trade, but also to the cottonseed oil mills, as the Monarch Attrition Mill and Monarch

Cake Crushers have proved themselves highly satisfactory for this line of work.

The Jeffrey Mfg. Co., Columbus, Ohio, now have ready for mailing a new catalog, No. 72, illustrating and describing their complete line of elevating, conveying and power transmission machinery. They inform us that they will be pleased to supply all interested parties with a copy.

Catalog No. 7 just issued by the C. O. Bartlett & Snow Co. of Cleveland, Ohio, contains 288 pages. It covers a complete line of elevating, conveying and general mill and elevator machinery, including equipments for feed mills, cereal plants, coal handling machinery, etc. They will mail a copy to any interested party upon request.

Notwithstanding the fact that the Otto Gas Engine Works of Philadelphia added 12,000 square feet of floor space to their plant less than two years ago, their ever increasing business is again crowding them, and the last available bit of ground in the block covered by the works is having a building 35 by 100 feet erected upon it. The demand for large units makes necessary these increased facilities and the new building will be equipped with the largest and latest types of machine tools. The tools are ordered and the new shop is expected to be running inside of six weeks.

### IMPROVEMENTS TO CHICAGO ELEVATORS.

The Mabbatt Elevators "A" and "B" at Archer avenue and Wood street, Chicago, owned by the Seavers Elevator Company, are undergoing a thorough overhauling under the direction of Stephens & Tyler, engineers. The cupola line shafts in both houses are being lowered to the garner floors, and the old paper frictional drives are being replaced with rope transmission and friction clutches. The Chicago and Alton railroad tracks are being elevated about 13½ feet and large track hoppers are being built which will hold a car of grain each at unloading points. A new transfer conveyor will be placed over the garner in "A" house. The main power transmission is also being changed from belt to rope drives. There will be two 36-inch belt conveyors running from each elevator for shipping purposes, this being made necessary by the track elevation.

On the whole the elevators will be greatly improved and the handling capacity at least doubled. Improvements will cost in the neighborhood of \$10,000.

### THE GRAIN DEALERS' NATIONAL MUTUAL FIRE INSURANCE COMPANY.

The work of organizing the Grain Dealers' National Mutual Fire Insurance Company at Indianapolis, Ind., has progressed at a more rapid rate than ever before realized by a mutual organization. In seven weeks from soliciting the first application, the office has on file \$61,958.95 of premium notes applications, covering 150 plants and \$385,000 at risk. Charter application notes are now being received at the rate of \$10,000 a week, so that the organization work will close about December 15, and the policies will be issued as soon thereafter as the members can elect their officers.

The need of the company is shown by its patronage, and there seems to be no question of future benefit to the patrons. The work is under the direction and supervision of leading grain dealers. So far, the management has solicited only those known to favor such a company and who desire to be charter members with credit for putting the company into existence. The office has inspectors working in Ohio, Indiana and Illinois, and desires that if there are any not yet solicited who are willing to take part they at once notify the company at Indianapolis, and an inspector will call on them.

Grain inspection fees turned over to the state treasury of Kansas for September amounted to \$3,137.

### HEDGING AGAINST CASH GRAIN

[A paper by Homer H. Peters of Chicago, read before the annual meeting of the Grain Dealers' National Association at Peoria, on October 2, 1902.]

I cannot say that I feel complimented because of having been invited to address you on the subject of "Hedging Cash Grain"; for if there can be found in all the literature, ancient or modern, a combination of three more prosy words, I fail to comprehend their origination. The subject is usually so suggestive of dryness that it could be safely lodged in a powder mill, and yet it is as inexhaustible as the air we breathe; and after having spoken for at least ten hours per day for thirty days, one would only have been considered as through with the introductory remarks. So at the best, at this time, I can only give you a few passing thoughts—a few quotations, as it were, from the commercial world's great storehouse of experience.

It has been suggested to me that the opportunity for fun in handling this subject was very great. It has even been intimated to me that a comedian could find great sport in its consideration; but my friends, it is, in my opinion, a subject of the most solemn sort, and I fear not that many of my hearers will agree that instead of being a vaudeville show with many comic parts, it has proven on many occasions a continuous performance, working nights and Sundays, with no amusing parts to interrupt the solemnity of the performance.

Who is it that hedges cash grain? Is it the dealers of this, the great Middle West and the Northwest? No, my dear sirs, the area covered by these people is limited only by the boundary lines of civilization. The merchant of far-off Rosario in the Argentine Republic is in daily touch with Chicago, as are also the subjects of the Czar in the distant Russian capital; and when we mention the less distant cities of Continental Europe, then we speak of those who are in such close touch with market conditions here as to have frequent transactions every trade day in the handling of their regular business. And, as for the great cities of the United Kingdom, her merchants are in as close touch with the daily business on the Chicago Board of Trade as are the people in the United States west of the Rocky Mountains. So you must realize that hedging cash grain is not only a question for us—this little bunch of humanity called the Grain Dealers' National Association—but it is of great interest to the entire commercial and financial world. The merchant in far-off Argentine starts to hedge the minute the grain begins to accumulate, as it is tiered up in sacks along the railways awaiting transportation to tide water; the European buyer hedges during the process of marketing his purchases; the miller hedges to protect him whilst finding a market for his flour; and so it goes, a sort of endless chain. Thus, my friends, you can readily appreciate the fact that we of the Middle West, and of the great valleys of the Ohio and Mississippi are a small factor in the hedging of cash grain, great as we are in its production.

Now, let us speak of matters nearer home, "What is the best hedge?" is one of the questions I am asked. I answer by saying, "The best hedge is that which does not require to be bought in." That is to say, sell your grain for shipment 20, 30 or 40 days, and fill your contracts or make honorable settlement. It, of course, not infrequently happens that grain contracted is not, or cannot be made, available for shipment perhaps in many months, so then the prudent, conservative dealer wants protection—a sort of insurance, as it were, against possible loss on his investment; and whether this is possible must depend on whether he has purchased wisely or whether the price at which he has contracted is higher than could be obtained for delivery several months hence, plus storage, insurance, interests, etc. As, for instance, a dealer will in December or January buy ear corn for cribbing, and is so enthused, and has his keener sense of business judgment so warped by the prevailing spot or cash values, that he dissipates any possibility of a hedging profit by paying more at home for corn



than a sale of May could possibly net. Grain men are not always wise. We all know how some men will, if able to market a single car of grain at a fancy price, jump in and contract a hundred cars on that basis, and then find to their financial sorrow that the demand was immediate and urgent and only a few cars required. And so it goes. Many farmers have profited by the one man's misjudgment; so, if in the general regulation of mankind it is meet and just that one man should suffer for the benefit of many, then such methods should be accounted as proper, although easily regarded as bad management.

There can be no fixed rule for hedging. All depends on the crop conditions, supply and demand and whether the nearby property is at a great premium; whether stocks at points of accumulation are safely large. Again, when crops are large and the movement to points of accumulation overtops the demand, and the great public storehouses are full to overflowing, the public warehousemen are blamed for the existence of such a condition; and, on the other hand, when the great and all wise Providence causes crops to fail, and the great storehouses have poured forth from their abundance to meet this condition, then the bulls are to blame and much wailing and gnashing of teeth goes abroad in the land. So between the acts of Almighty God and the much vaunted public warehouseman, there is always a grievance.

So much, then, for the position in which the country grain merchant finds himself. Now, how about the exporter, or the great distributor of vast millions of bushels of grain to the whole Eastern world. He must hedge in some manner; he cannot always make such transportation arrangements, both by land and sea, as will enable him to buy for immediate shipment. Neither is it at times possible to obtain the required grain, so he must needs then to go into the open market and make such contracts for future delivery as will best meet the requirements of his buyers. I have personally known of many millions of bushels of grain to have been contracted for future delivery, and in a single month, and by one firm, the entire quantity sold to the United Kingdom and Continental merchants for specific shipment from the Atlantic seaboard. Suppose now, through the operations of the elements, or other unexpected and unforeseen agencies, the selling parties to these contracts to him, the exporter, cannot deliver. What is Mr. Exporter going to do? Some people's ideas of validity of contracts and their value of commercial honor might answer, "Just scratch the trade, it's all off"; but, gentlemen, we are thankful that the general character and high-mindedness of the large majority of the grain merchants, city or country, all over the civilized world, puts to rout any such flippant and uncommercial suggestion. The exporter, then, must make good in money consideration, not only the adjustment with his European buyer, but he must also make just and honorable settlement with the steamship people for space contracted for and unfilled.

You see, then, this transportation proposition you cannot hedge; so while your risks appear to you at times to be great, they are of small moment compared with the risks of those whom we may justly characterize as "the world's distributors." In conclusion, then, do not hedge against cash grain in "off" years.

The first cars of new No. 2 corn arrived in Chicago on November 3 from Kansas. There were also 16 cars of fine new corn from the Southwest received over the Santa Fe road the same day which went into the Santa Fe Elevator. It was said to be good enough to grade No. 3, and with a little handling could be made No. 2.

The first carload of new corn at Cincinnati was consigned to Allen & Munson, arriving on October 14. The corn was from Indiana and was of such excellent quality that it was held at a much higher price than the average best grades would bring in the market. The same firm brought to Cincinnati the first car of new oats also.

## UNIFORM GRADING OF CONTRACT GRAIN.

The following are descriptions of the contract grades of grain as adopted by the Chief Grain Inspectors' National Association in convention at Peoria on October 1-3, 1902. It is not intended that these grades shall interfere in any way with the use of other grades which local conditions may demand; but it is thought that all markets can use these rules for the general grading of grain. Standard samples of the contract grades of wheat, oats and rye, as per the following definitions, were made up at Peoria by a committee of chief inspectors and distributed to the different markets; but it was thought wise to wait until the new crop was marketed before making up standard samples of corn, it being understood that the samples of corn made at Philadelphia in February, 1902, would be used until that time.

### WHEAT.

No. 1 RED WINTER WHEAT shall be pure red winter wheat, either or both light and dark colors of the short berry varieties, sound, plump, dry, sweet and clean, and weigh not less than 60 pounds to the measured bushel.

No. 2 RED WINTER WHEAT shall be red winter wheat, sound, dry, sweet and reasonably clean, contain not more than 5 per cent of white winter wheat and weigh not less than 58 pounds to the measured bushel.

No. 1 WHITE WINTER WHEAT shall be pure white winter wheat, sound, plump, dry, sweet and clean and weigh not less than 60 pounds to the measured bushel.

No. 2 WHITE WINTER WHEAT shall be white winter wheat, sound, sweet, dry and reasonably clean, contain not more than 5 per cent of red winter wheat and weigh not less than 58 pounds to the measured bushel.

No. 1 MIXED WINTER WHEAT shall be pure mixed red and white winter wheat, sound, dry, plump, sweet and clean and weigh not less than 60 pounds to the measured bushel.

No. 2 MIXED WINTER WHEAT shall be mixed red and white winter wheat, sound, dry, sweet and reasonably clean and weigh not less than 58 pounds to the measured bushel.

No. 1 HARD WINTER WHEAT shall be pure hard winter wheat, sound, dry, plump, sweet and clean and weigh not less than 61 pounds to the measured bushel.

No. 2 HARD WINTER WHEAT shall be hard winter wheat, dry, sound, sweet and reasonably clean and weigh not less than 59 pounds to the measured bushel.

[The chairman of the committee on rules for grading spring wheat failed to report and for this reason and the limited time the question of spring wheat rules was not taken up.]

### CORN.

No. 1 YELLOW CORN shall be pure yellow corn, sound, plump, dry, sweet and clean.

No. 2 YELLOW CORN shall be 95 per cent yellow, dry, sweet and reasonably clean, but not sufficiently sound and plump for No. 1 yellow.

No. 1 MIXED CORN shall be mixed corn, sound, plump, dry, sweet and clean.

No. 2 MIXED CORN shall be mixed corn, dry, sweet and reasonably clean, but not sufficiently sound or plump for No. 1 mixed.

No. 1 WHITE CORN shall be pure white corn, sound, dry, plump, sweet and clean.

No. 2 WHITE CORN shall be 98 per cent white corn, dry, sweet and reasonably clean, but not sufficiently sound and plump for No. 1 white.

### OATS.

No. 1 WHITE OATS shall be pure white oats, dry, sound, plump, sweet, bright and clean and weigh not less than 32 pounds to the measured bushel.

No. 2 WHITE OATS shall be 95 per cent white oats, dry, sweet and reasonably clean and weigh not less than 29 pounds to the measured bushel.

No. 1 MIXED OATS shall be mixed white and black or brown oats, dry, sound, plump, sweet and clean and weigh not less than 32 pounds to the measured bushel.

No. 2 MIXED OATS shall be mixed white and black or brown oats, dry, sweet and reasonably clean, and weigh not less than 29 pounds to the measured bushel.

### CLIPPED OATS.

No. 1 CLIPPED WHITE OATS shall be pure clipped white oats, dry, sound, plump, sweet, bright and clean and weigh not less than 35 pounds to the measured bushel.

No. 2 CLIPPED WHITE OATS shall be 95 per cent clipped white oats, dry, sweet and reasonably clean and weigh not less than 32 pounds to the measured bushel.

No. 1 CLIPPED MIXED OATS shall be clipped mixed white and black or brown oats, dry, sound, plump, sweet and clean and weigh not less than 35 pounds to the measured bushel.

No. 2 CLIPPED MIXED OATS shall be clipped mixed white and black or brown oats, dry, sweet and reasonably clean and weigh not less than 32 pounds to the measured bushel.

No. 1 RUSTPROOF OATS shall be pure rustproof or Texas red oats, dry, sound, plump, sweet, bright and clean and weigh not less than 32 pounds to the measured bushels.

No. 2 RUSTPROOF OATS shall be 95 per cent rustproof or Texas red oats, dry, sweet and reasonably clean and weigh not less than 29 pounds to the measured bushel.

No. 1 CLIPPED RUSTPROOF OATS shall be pure clipped rustproof or Texas red oats, dry, sound, plump, sweet, bright and clean and weigh not less than 35 pounds to the measured bushel.

No. 2 CLIPPED RUSTPROOF OATS shall be 95 per cent clipped rustproof or Texas red oats, dry, sweet and reasonably clean, and weigh not less than 32 pounds to the measured bushel.

### RYE.

No. 1 RYE shall be dry, sound, plump, sweet and clean and weigh not less than 57 pounds to the measured bushel.

No. 2 RYE shall be dry, sound, sweet, reasonably clean and reasonably free from other grain and weigh not less than 55 pounds to the measured bushel.

### BARLEY.

No. 1 BARLEY shall be dry, sound, sweet, plump, bright, clean and free from other grain.

No. 2 BARLEY shall be dry, sound, sweet and reasonably clean, but not plump or bright enough for No. 1, may be slightly broken but free from other grain and weigh not less than 48 pounds to the measured bushel.

Spring and winter barley are identical in description, but shall be designated as "Spring Barley" or "Winter Barley" as the case may be.

The Chief Grain Inspectors' Association formulated rules to govern the lower grades also of the above grains. These will be published in the official record of the proceedings of the Association, after which the committees of the different exchanges and warehouse commissions in control of the inspection of grain at the various markets in the United States will be asked to adopt them in the interest of uniform phraseology in the description of grades.

An uncommon, but not unprecedented, case of conscience in business is reported from Salem, Mass. Some years ago the grain firm of J. & J. V. Hanson was wound up by a receiver to settle the partnership. A. P. White was the receiver, who closed up the business and reported his accounts to the court some time ago. One day during the last week of October a man called on him and wished to pay a debt which, he stated, he had incurred with the old firm some thirty years ago and which originally amounted to a little over \$250. This sum he insisted on paying in full with compound interest, notwithstanding he was told that he was under no legal obligation to pay even the principal, and that in fact none outside of himself ever knew of the existence of the claim. The man paid over to the receiver \$630, and Mr. White had to go to the court to have the case reopened so that he might account for this money.



## WHY TRACK BUYERS SHOULD CONFINED THEIR PURCHASES TO REGULAR GRAIN DEALERS.

[A paper by W. S. Washer of Atchison, Kan., read at the Annual Meeting of the Grain Dealers' National Association at Peoria, Ill., on October 2, 1902.]

The subject assigned me for discussion before you to-day is one that is as old as grain association work is itself. Every member of the trade here present will doubtless recollect that there has never been a meeting of a grain association ever held under the canopy of the skies, that some luckless mortal has not been assigned the discussion of this same subject. However, it is one of great importance to us as grain men, whether we be receivers or shippers from local points.

We will consider the theme in four different relations: First, the question of responsibility of dealers who are regular or irregular, whether receivers or shippers; second, the relation of the question to general association work; third, in reference to the modern commercial tendency; and fourth, as relating to the ideal condition of the future.

The question of the general responsibility of receivers who persist in bidding irregular buyers and who refuse to confine their quotations to those regularly and legitimately in the trade is first brought to our notice. Experience would teach us to believe that firms that indulge in indiscriminate bidding are largely firms who are themselves not entirely responsible. The fact of their making indiscriminate bids is in itself sufficient to lower their standing in the business world. They make contracts with irresponsible parties and then by virtue of default sustain losses that careful receivers do not have to stand; or else they learn the lesson of rashness from their customer and default in turn.

I do not believe that there is any dealer here present who considers for a moment that there is any good reason why track bidders should not confine their bids to regular dealers. This proposition is so plain on its face that reasons are almost superfluous and discussion futile. As grain men we are familiar with the impecunious scalper, the periodical scoop-shovel artist, or any other term that we may wish to apply to this class of parasites. They generally enter into the business with absolutely nothing in the way of reputation or finances. If they can prevail upon some gullible banking house to back them during the heavy movement of grain, thus embarrassing the regular trade, they proceed to make themselves a business nuisance, cause dissension between producer and regular dealer and create grief in general. Reckless by nature and with nothing at stake, they will make short contracts that have absolutely no standing, as there is no responsibility behind the contract when made. The foolish receiver who wishes to hedge against the purchases that he has made from these aristocrats of the scoop finds himself holding the sack, if markets prove unfavorable.

A regular dealer has an investment at the station at which he operates. In most instances he owns his own elevator and his own home and has unquestioned standing in the community. He cannot afford to make contracts that he does not intend to fulfill, and if he is so unfortunate as to default is ready to settle manfully to agreed market difference. That there should have ever been a question of choice between these two classes of men is remarkable in itself. The receiving house that cultivates irregular trade is no whit better than the scalper of the country side-track.

We are gathered here to-day as members of the Grain Dealers' National Association. We are here because we are interested in association work and believe that it will be a pleasure, a benefit and of profit to us. If we are to be successful in our business, it must all inevitably be based upon this proposition of confining our trade to men who are regular and responsible. Any of us who may be disposed to cultivate the other class of trade do so upon our own risk and at the risk of undermining the foundation upon which association work and the present prosperity of the trade rests. To preserve the integrity of association work, to conserve those forces which are putting the grain trade of the country upon a higher and better plane year by year, to protect our mutual interests, and to further the cause of upright dealing, should be the mission of this Association, and the kindred associations of the land. We cannot protect these mutual interests unless we protect the interests of the legitimate trade—the regular and responsible grain dealer, wherever he may be.

If we but look upon the general business world to-day it takes but a single glance from a half-closed eye to see that the modern commercial tendency is toward association of interests, concentration of abilities and segregation and stimulation of activities, all concomitants of the modern business evolution. The grain business of the country is such

a vast consideration and its ramifications so numerous that it is rather improbable that the various interests will ever be gathered into what we are accustomed to call a "trust." But if we wish to keep apace with the procession, if we wish to be abreast of the times, if we wish to be in the forefront of the great commercial army of the day, we must do so by allying ourselves together, giving each other the benefit of our experience and opinions upon subjects of vital interest, and by striving earnestly and honestly attain success.

We should all become missionaries to heathen grain men and bring them into the fold. They will soon see the benefits they can derive from membership. There has never been a time in history when the commercial life presented a more interesting study than it does to-day. If we but take a bird's-eye view of the enormous volume of business that is being transacted, it affords an opportunity for amazement and wonder. The modern business evolution is the most wonderful thing in world history. In the commercial life we are striving for success. Association is the keystone. A progressive spirit, an active normal mind and body, an ability to deal with absolute justness between man and man, are the elements which in their sum equal "Success."

That the condition of the grain trade is immeasurably better than ever before is unquestioned. That these results have been accomplished through association work is no less an axiom. That there are many conditions yet to remedy we must acknowledge. But let us hope that the question I have tried to discuss will never need to be brought up again. I sincerely trust that this existing evil will have been eliminated, and that the scalper, either in high or low circles, will have been relegated to uttermost oblivion.

That we may attain approximate ideals in our trade relations is the hope of us all. Let us strive together for mutual good. Let us persuade our erring brother to come within the fold. Let us teach and practice fairness in our relations with each other. Let us do all in our power to raise our common trade standard to the highest possible plane. If we do that, if we strive earnestly and honestly toward that end, our association will have been a means of excellent benefit to us all. It will have become a benefit to producer, handler and consumer alike. We will all of us be proud indeed to be members of the Grain Dealers' National Association.

## COMMISSION

The Chas. E. Lewis Co. has reopened its commission office at Fergus Falls, Minn.

James C. Sturges has purchased the membership of A. M. Day on the Chicago Board of Trade.

Frank Turke & Co., commission feed, etc., Richmond, Va., are reported to have discontinued.

L. C. Beierlein, an active trader on the Chicago Board of Trade, has resumed the brokerage business.

Charles T. Nash, founder of the Chicago Board of Trade firm of Nash-Wright, has been seriously ill with heart trouble.

J. H. Harrison and W. O. Palmer have formed a partnership and engaged in the commission business at Duluth, Minn.

Ernest F. Smith, for twenty-five years a member of the Chicago Board of Trade, has posted his membership for transfer.

H. C. Friedlander, secretary of the San Francisco call board, was a visitor on the floor of the Chicago Board of Trade November 5. Mr. Friedlander was en route east.

As a result of the Patten July oats deal Robert H. Thorburn of the firm of Waite, Thorburn & Co., has been suspended from membership of the Chicago Board of Trade for one year.

The Commercial Stock and Grain Co. of St. Louis has filed articles of incorporation. The capital stock is \$6,000 and the incorporators are Henry A. Bradford, Frank Lindey and Paul K. Finney.

The Merchants' Brokerage and Commission Co. of St. Louis has been incorporated with a capital stock of \$10,000, all paid. The incorporators are Arthur F. McIntire, Robert R. Kerr and O. W. Deppeler.

At a meeting of the directors of the Alton Grain Co. and Alton Elevator Co. of Chicago on November 1, M. C. Mitchell, well-known operator on the Chicago Board of Trade, was elected president of the Alton Elevator Co. and second vice-president of the Alton Grain Co. The present officers of the

Alton Grain Co. are: George R. Nichols, president; George A. Seaverns, Jr., first vice-president; M. C. Mitchell, second vice-president; C. M. Wheeler, treasurer.

On November 17 the name of the Burks Grain & Elevator Co. of Decatur, Ill., and Detroit, Mich., will be changed to the Dumont, Roberts & McCloud Co. The change is merely in the name, the personnel of the company remaining as at present, namely: Arthur S. Dumont, R. C. Roberts and Wm. H. McCloud.

Bert A. Boyd of Indianapolis, Ind., for 18 years with Fred. P. Rush & Co. and that firm's successors, F. M. Murphy & Co., has succeeded to the track grain business of Murphy & Co. He will represent a number of eastern houses in the Indianapolis market. F. M. Murphy & Co. will continue their elevator business.

Tom Barrett, the popular member of the Chicago Board of Trade, who has just been elected sheriff of Cook County, was given an ovation when he appeared on 'Change the day after election. Mr. Barrett's friends on the Board were heavy winners on his election, more than one enthusiastic member having cleaned up handsome sums.

The formal dissolution of the Chicago and New York commission firm of Counselman & Day took place November 1, when A. M. Day retired and the succeeding firm, composed of Charles Counselman, H. D. Sturtevant and C. G. Smith, assumed control. Mr. Day's membership on the Chicago Board of Trade has been transferred to James C. Sturges and his New York Stock Exchange membership has been taken over by Charles Counselman.

Brooks-Griffiths Co. were among the first to move into the new Chamber of Commerce building, in Minneapolis, Minn. Theirs are handsomely furnished offices, adequately equipped in all departments, located on the fifth floor of the building, just outside the door opening onto the visitors' gallery. They invite visitors to step into their private wire room and secure latest quotations from the principal markets.

The J. Rosenbaum Grain Co. of Chicago, Ill., has adopted four brands for that many grades of wheat by which to designate its offerings to the milling trade. These brands will be kept to standard and will be kept ready for immediate shipment. The North Dakota spring grade is branded "Jupiter"; South Dakota and Minnesota brand is branded "Vulcan." For the high grades of hard winter wheat "Hercules" is adopted, and for soft wheat "Venus" and "Juno."

Henry W. Hudson, for a number of years with Carrington-Patten, Chicago, has become corn buyer for the American Hominy Company and will make his headquarters at Decatur, Ill. Mr. Hudson will buy an average of about 40,000 bushels of white corn a day for the mills in Decatur, Indianapolis and Terre Haute, and part of the time for the mills at Mt. Vernon, Ind., and Danville, Ill. He will buy in a dozen counties about Decatur all the time and part of the time from a much larger territory reaching out a hundred miles or more.

The Odendahl Commission Company, Ltd., of New Orleans, La., went into liquidation November 1 and issued the following circular: "We regret much to have to advise you that our firm is forced into liquidation and will not be able to pay its liabilities. You will spare us the necessity of making further explanations, as they are painful. Our business has been profitable and large, but the profits have been diverted into other channels, not through any fault of the writer." Banks are said to hold the firm's paper for the following amounts: Comptoir National d'Escompte de Paris, \$70,000; Hibernia Bank and Trust Company, \$50,000; Louisiana National Bank, \$15,000; Commercial National Bank, \$4,300. The Odendahl Company has done an enormous grain exporting business and for years has been in the habit of borrowing large sums from ten days to a month on unindorsed notes secured by bills of lading, warehouse receipts and blanket insurance policies. It is alleged that advantage has been taken of the high credit of the firm to borrow immense sums from banks on forged bills of lading and warehouse receipts, and that this has been the cause of the failure. F. J. Odendahl, president of the company, was formerly president of the New Orleans Board of Trade, and is one of the best known business men in the south. The company bought extensively in Kansas City, St. Louis, Chicago and other cities. No warrant has been issued for the arrest of the official alleged to be responsible for the failure of the firm, and he is reported to have left the city.

The Duluth assessment board has decided to assess the Omaha's Itasca Elevator at \$50,000, but it is possible that the railway company will take the matter into the court to finally determine whether the elevator is railway property within the meaning of the statutes or whether it is only subject to the license system of taxation.



## VISIBLE SUPPLY OF GRAIN.

The following table shows the visible supply of grain Saturday, Nov. 8, 1902, as compiled by George F. Stone, secretary of the Chicago Board of Trade:

In Store at	Wheat, bu.	Corn, bu.	Oats, bu.	Rye, bu.	Barley, bu.
Baltimore .....	991,000	31,000	378,000	241,000	
Boston .....	927,000	7,000	50,000		
Buffalo .....	2,310,000	734,000	458,000	53,000	779,000
do. afloat .....					
Chicago .....	6,706,000	524,000	2,076,000	209,000	
do. afloat .....					
Detroit .....	439,000	1,000	130,000	76,000	49,000
do. afloat .....					
Duluth .....	2,997,000	1,000	308,000	91,000	1,213,000
do. afloat .....					
Fort Williams .....	1,870,000				
do. afloat .....					
Galveston .....	833,000	74,000			
do. afloat .....					
Indianapolis .....	455,000	34,000	19,000	4,000	
Kansas City .....	1,568,000	75,000	49,000		
Milwaukee .....	197,000	1,000	23,000	33,000	321,000
do. afloat .....					
Minneapolis .....	3,696,000	8,000	1,184,000	55,000	411,000
Montreal .....	228,000	29,000	104,000	29,000	65,000
New Orleans .....	1,441,000				
do. afloat .....					
New York .....	1,722,000	146,000	887,000	37,000	41,000
do. afloat .....					
Peoria .....	809,000	17,000	344,000	66,000	
Philadelphia .....	601,000	3,000	94,000	3,000	
Port Arthur .....	130,000				
do. afloat .....					
St. Louis .....	4,500,000	16,000	43,000	52,000	
do. afloat .....					
Toledo .....	1,096,000	96,000	874,000	46,000	1,000
do. afloat .....					
Toronto .....	19,000				
On Canal .....	385,000	42,000	302,000	85,000	434,000
On Lakes .....	2,246,000	851,000	238,000	182,000	176,000
On Miss. River .....	160,000				
Grand Total .....	36,098,000	2,790,000	7,632,000	1,272,000	3,520,000
Corresponding date 1901 .....	41,959,000	12,641,000	7,790,000	2,132,000	2,689,000
Weekly Inc. .....	3,898,000	206,000	117,000	100,000	121,000
Weekly Dec. .....					

## EXPORTS FROM ATLANTIC PORTS.

The export of breadstuffs, as compiled by George F. Stone, secretary of the Chicago Board of Trade, from the Atlantic ports during the two weeks ending November 8, as compared with same weeks last year, have been as follows:

Articles.	For week ending Nov. 8, 1902.		For week ending Nov. 8, 1901.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	2,138,000	3,030,000	3,018,000	2,927,000
Corn, bushels .....	179,000	705,000	173,000	592,000
Oats, bushels .....	127,000	82,000	238,000	264,000
Rye, bushels .....	17,000	43,000	266,000	35,000
Barley, bushels .....	48,000	15,000	40,000	9,000
Flour, bbls. ....	401,000	291,900	331,000	347,700

## RANGE OF PRICES AT CHICAGO.

The daily range of prices for cash grain at Chicago for the month ending Nov. 12, has been as follows:

OCTOBER	NO. 2* R.W. WHT.		NO. 1* SP. WHT.		CORN, NO. 2		ST. OATS.		NO. 2 R.YE.		NO. N. W. FLAXSEED	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
13.....	69½	70¼	72	73	59	59	32½	33½	50	50	1.25	1.25
14.....	69½	70	72	72½	59	59	32½	33½	50	50	1.23	1.23
15.....	69½	70¼	72½	73	59½	59½	33	33	50	50	1.25	1.25
16.....	70	71	72½	73½	61	61	32½	33½	50	50	1.19	1.19
17.....	70	71	73	74	61	61	34½	34½	50	50	1.19	1.19
18.....	70½	71½	74	74	61	61	36	36	50	50	1.20	1.20
19.....	71	72	73½	74½	59	59	34½	34½	50	50		
20.....	71	72	73½	74½	57	57	33	33½	50	50	1.21	1.21
21.....	70½	71½	73½	74½	56½	56½	32½	33½	50	50		
22.....	71	71½	73½	74½	57	57	33½	33½	50	50	1.23	1.23
23.....	70½	71½	73½	74½	58	58	34	34	50	50		
24.....	70½	71½	73½	74½	58	58	34	34	50	50		
25.....	70½	71½	73½	74½	58	58	34	34	50	50		
26.....	70½	71½	73½	74½	58	58	34	34	50	50		
27.....	70½	71½	73½	74½	58	58	34	34	50	50		
28.....	71	71½	73½	74½	57½	57½	34	34	50½	50½	1.17	1.17
29.....	71	71½	73½	74½	58	58	34	34	50	50	1.17	1.17
30.....	71	71½	73½	74½	58	58	34	34	50	50	1.22	1.22
31.....	71	71½	73½	74½	58	58	34	34	50	50		
Nov.....	71½	72	74½	75	58½	58½	32½	33½	50½	50½	1.25	1.25
1.....	70½	71½	73½	74½	58	58	34	34	50	50	1.18	1.18
2.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.13	1.13
3.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.13	1.13
4.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.17	1.17
5.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.17	1.17
6.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.17	1.17
7.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22
8.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22
9.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22
10.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22
11.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22
12.....	70	70½	71½	72½	54	54	30	34	51½	51½	1.22	1.22

\*Nominal price. †Election.

During the week ending October 17, Prime Contract Timothy Seed sold at \$4.00@4.15 per cental; Prime Contract Clover Seed at \$10.75@11.25; Buckwheat at \$1.50 per 100 pounds.

During the week ending October 24, Prime Contract Timothy Seed sold at \$4.00@4.15 per cental; Prime Contract Clover Seed at \$11.25@11.35; Buckwheat at \$1.35@1.40 per 100 pounds.

During the week ending October 31, Prime Contract Timothy Seed sold at \$4.10@4.25 per cental; Prime Contract Clover Seed at \$11.00@11.15; Buckwheat at \$1.45 per 100 pounds.

During the week ending November 7, Prime Con-

tract Timothy Seed sold at \$4.10 per cental; Prime Contract Clover Seed at \$11.15; Hungarian at \$1.00 @1.25; German Millet at \$0.75@1.00; Buckwheat at \$1.40@1.45 per 100 pounds.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of October, 1902.

**BALTIMORE**—Reported by Wm. F. Wheatley, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	151,179	1,498,354	799,984	1,770,984
Corn, bushels .....	167,158	274,125	3,200	183,405
Oats, bushels .....	252,080	111,815	50,120	
Barley, bushels .....	66,438	77,976		
Rye, bushels .....	442,985	256,140	424,281	64,283
Timothy Seed, lbs. ....	19,290	21,576		199
Clover Seed, lbs. ....	3,298	8,696	1,036	504
Hay, tons .....	5,081	7,609	1,544	1,822
Flour, bbls. ....	453,692	501,306	351,342	289,984

**BOSTON**—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	1,920,639		1,935,852	
Corn, bushels .....	108,774		6,912	
Oats, bushels .....	538,808		130,682	
Barley, bushels .....	13,915			
Rye, bushels .....	2,392			
Flax Seed, bushels .....	121,530		112,700	
Hay, tons .....	3,770		2,550	
Flour, bbls. ....	236,704		109,742	

**BUFFALO**—Reported by F. Howard Mason, secretary of the Merchants Exchange. Shipments by canal only.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	9,542,519	6,490,694	8,402,114	6,528,002
Corn, bushels .....	3,529,941	5,061,076	892,881	2,881,601
Oats, bushels .....	2,112,560	2,728,980	1,701,272	4,610,183
Barley, bushels .....	2,745,318	1,750,298	1,453,382	1,419,857
Rye, bushels .....	587,869	90,550	507,877	331,561
Other Grass Seed, lbs. ....	1,300,000	10,258	130,000	136,000
Flax Seed, bushels .....	1,300,000	1,368,807		
Hay, tons .....	1,368,807			
Flour, bbls. ....	1,958,744	1,450,582	2,240,640	1,328,500

**CHICAGO**—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	1,873,600	5,650,555	1,163,106	3,410,304
Corn, bushels .....	5,634,418	6,356,393	5,741,185	6,871,253
Oats, bushels .....	8,179,260	7,142,127	4,463,342	5,873,026
Barley, bushels .....	2,676,923	2,045,175	413,350	601,350
Rye, bushels .....	268,575	654,937	190,762	33,329
Timothy Seed, lbs. ....	8,808,005	1,834,100	1,119,587	3,949,967
Clover Seed, lbs. ....	898,532	830,118	333,700	253,139
Other Grass Seed, lbs. ....	827,733	1,037,310	1,037,310	704,819
Flax Seed, bushels .....	849,262	830,200	280,705	47,505
Broom Corn, lbs. ....	3,325,500	4,570,480	2,073,980	2,417,850
Hay, tons .....	16,905	25,344	759	2,053
Flour, bbls. ....	677,587	956,135	443,275	652,833

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	237,314	74,360	92,125	45,952
Corn, bushels .....	366,567	537,928	103,136	101,916
Oats, bushels .....	442,646	458,520	347,552	115,641
Barley, bushels .....	230,543	162,316	287	291
Rye, bushels .....	30,758	82,553	8,091	34,392
Timothy Seed, bags .....	16,945	13,387	9,738	11,425
Clover Seed, bags .....	3,793	6,095	2,024	3,952
Other Grass Seed, bags ..	10,767	16,375	8,930	13,152
Hay, tons .....	10,397	12,478	2,045	6,875
Flour, bbls. ....	189,317	378,406	137,218	368,849

**CLEVELAND**—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1902.	1901.	1902.	1901.
Wheat, bushels .....	241,202	476,253	7,101	79,027
Corn, bushels .....	446,671	769,679	184,325	298,931
Oats, bushels .....	688,808	638,103	284,666	265,828
Barley, bushels .....	24,914	48,610	791	358
Rye, bushels .....	2,636	4,730		932
Flax Seed, bushels .....	95,834			3,000
Hay, tons .....	6,300	7,349	442	253
Flour, bbls. ....	9,867	7,821	2,134	2,432

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.
-----------	-----------	--	------------



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

A. L. Ruffner has a new grain elevator at Vevay Park, Ill.

A new elevator has been completed at Sharpburg, Ill.

J. M. Current is completing his new elevator at Homer, Ill.

Eugene Purcell is buying grain and hogs at Harmon, Ill.

A. H. Miller has built a broomcorn warehouse at Windsor, Ill.

Samuel Mangas is completing a new elevator at Hartsburg, Ill.

The new Brooks Elevator at Stanford, Ill., has been completed.

W. H. Jones has completed his 25,000-bushel elevator at Onarga, Ill.

Ed. Rising is building a new office for his grain business at Monarch, Ill.

C. B. Johnston & Co., Arrowsmith, Ill., have built a 15,000-bushel corn crib.

Geo. McAdams has installed a corn sheller in his elevator at Rock Creek, Ill.

The Pfeffer Milling Co. are building an elevator for corn at Summerfield, Ill.

W. M. Prillaman of Rossville, Ill., has leased the Big Four Elevator at Henning.

Frey Bros. & Turner have completed their 17,000-bushel elevator at Roby, Ill.

Charles Gauble of Fisher, Ill., will move to Vermillion, where he will buy grain.

Crear & Tanner have succeeded J. D. Beshears in the grain business at Stillwell, Ill.

Andrew Schertz has purchased from J. D. Johnson a grain elevator at Meadows, Ill.

E. R. Boggs of Lovington has purchased M. H. Kirkwood's elevator at Kirksville, Ill.

Kitchen & Son are the successors of James Kitchen in the grain business at Mattoon, Ill.

Railsback & Mitchell, Minier, Ill., have their 50,000-bushel elevator nearly completed.

E. F. Verry's new 80,000-bushel elevator at Armstrong, Ill., is now practically completed.

J. O. Collins is erecting a grain elevator on the B. & O. one mile west of Philadelphia, Ill.

Thomas Ogden is building a grain and lumber office south of the I. C. tracks at Dewey, Ill.

The Farmers' Elevator at Garrett, Ill., is again in operation, with W. J. Laughlin in charge.

J. N. McClaren has purchased the grain and coal business of George West at Bushnell, Ill.

White & Hackmack are completing a new elevator at Warsaw, Ill. It has gasoline power.

Q. C. Righter will buy grain at Bruce, Ill., in the new elevator being erected by a Decatur firm.

The Farmers' Grain & Coal Co., Natrona, Ill., has been incorporated with a capital stock of \$5,000.

B. E. Martin of Salem, Ill., is installing a No. 9 Traveling Brush Clipper Cleaner, with air controller.

Frech & Johnson have succeeded Frech & Wilton in the ownership of the mill and elevators at Whitehall, Ill.

The Howard Grain, Mercantile & Elevator Co., Howard, Ill., are now doing business in their new elevator.

Martin Current is erecting an elevator at State Line, Clark Co., Ill., to replace one that was destroyed by fire.

Appleby & Buxton have purchased Mr. Austemiller's elevator at Casey, Ill. Mr. Appleby came from Frankfort, Ind.

J. O. Puffer is erecting an elevator on the T. P. & W. at Chatsworth, Ill., to replace the old one which was too small.

Merritt Bros. of Varna, Ill., have sold their grain business to Adolph Schumacher, who for several years has been in the employ of F. N. Rood of La

Rose. Mr. Schumacher will take possession December 1.

The Northwestern Grain Co. has completed its elevator at Nelson, Ill., and it is now in operation in charge of P. H. Pritt.

Wm. Bonslett, Jerseyville, Ill., has purchased a part of the old pickle factory and will carry on a grain and feed business.

Outlier Bros. have sold their grain, hay and coal business at McCall Station, Ill., and will transfer possession on January 1.

It is reported that Henley Eversole, who recently sold his grain business at Broadlands, will erect an elevator at Newman, Ill.

The Neola Elevator Co. are installing a loading spout in their elevator at Adeline, Ill., where John Anderson is their local agent.

It is reported that the farmers about Osman, Ill., will purchase and operate the Dunn Elevator, also the coal and implement business.

Thos. H. Johnston has purchased the elevator and grain business of E. G. Cole at Toulon, Ill. He resides at Cambridge at present.

N. S. Russell has completed his new elevator at Minert, Ill. It is operated by a gasoline engine and is well equipped with dumps, etc.

The Sauer-Stephani Milling Co., Evansville, Ill., has been incorporated with a capital stock of \$40,000 to do a milling and grain business.

The Glucose Sugar Refining Co. is adding a starch factory to its plant at Rockford, Ill., which will greatly increase its corn consumption.

The El Paso Elevator Co., El Paso, Ill., has been incorporated by Joseph Haas, L. C. Kingdon and E. P. Armstrong, with a capital stock of \$10,000.

Smith & Shulter, Hopedale, Ill., are replacing all the old machinery in their elevator with new machinery from the factory of the Weller Mfg. Co.

The Farmers' Bement Grain & Coal Co., Bement, Ill., capital stock \$5,000, has been incorporated by Charles Adkins, A. M. Totten and G. B. Priestley.

R. G. & C. H. Risser now have in operation their new elevator at Tucker, Ill. This house is equipped with machinery furnished by the Weller Mfg. Co.

The Farmers' Elevator Co., Athens, Ill., are about to commence the erection of an elevator. The \$5,000 stock of the company has been all subscribed for.

The La Rose Grain Co. of La Rose, Ill., is building a new grain elevator at Heddlville near Feazle's Crossing, Ill. G. T. Burrell & Co. have the contract.

Geo. F. Starz of Mt. Pulaski and C. H. Ruple of Chestnut, Ill., have purchased the elevator business of Hopkins & Hickardson at Olsen, Ford County, Ill.

The Chas. C. Davis Co., Williamsfield, Ill., are remodeling and repairing their No. 2 elevator at that place. The Weller Mfg. Co. has supplied the machinery.

Horner & Co., who own the elevator at Lawrenceville, Ill., have leased and will operate the flour mill at that place under the name of the Horner Milling Co.

Quinn Bros. have added a large crib to the elevator which they recently purchased at Sullivan, Ill. They bought the necessary machinery from the Weller Mfg. Co., Chicago.

Risser & Rollins are completing a large crib in connection with their elevator at East Lynn, Ill. The machinery, including a B. S. Constant Feeder, was furnished by the Weller Mfg. Co.

C. R. Mitchell of Ashmore, Ill., is building a first-class shelling house and a crib of large capacity. He purchased the necessary machinery through the Decatur office of the Weller Mfg. Co.

The burning of the glucose plant at Chicago caused the plant at Peoria to be started up somewhat sooner than it otherwise would have been. It is now consuming 32,000 bushels of corn per day.

Geo. M. Seeber of Rantoul, Ill., who is building an elevator on his farm south of Tomlinson, for private use, will equip it with three of the Constant Patent Chain Feeders and one single dust collector.

M. C. Mitchell, a well-known grain trader of Chicago, has purchased interests in the Alton Grain Company and Alton Elevator Company, and will become second vice-president of the first named corporation and president of the latter.

M. Schoonmaker has sold his elevator at Reynolds, Ill., to Newton L. Crawford of Taylorville. He will take possession at the expiration of C. H. Wayne's lease, which is February 1, 1903. Mr. Wayne proposes to erect a fine modern elevator on

the C., R. I. & P. right-of-way, to be ready for business by that date.

Henley Eversole, who is building a 30,000-bushel elevator at Newman, Ill., has purchased his machinery outfit from the Weller Mfg. Co. It includes a Western Shaker Cleaner and a Marseilles Sheller.

The Imperial Glucose & Starch Co. has been organized under the laws of New Jersey, with a capital stock of \$3,000,000. It is announced that they will erect a plant at South Chicago, Ill., on the E. J. & E. R. R.

The Hull Banking Co.'s elevator at Barry, Ill., will be completed about December 1. It has capacity for 40,000 bushels and will be operated by a 32 horse power gasoline engine. Clyde George will be the manager.

The Sidell Grain Elevator Co., Sidell, Ill., has incorporated with a capital stock of \$50,000. The incorporators are Wm. G. Cathcart, J. H. Herron and R. G. Herron. This company operates several elevators and has been doing business for a number of years.

C. H. Albers, a grain man of St. Louis, has purchased a block of ground at East St. Louis, Ill., on which it is said he will erect a grain elevator, 100x100x100 feet, with a daily handling capacity of 50 cars. The location is Porter avenue and the Belt Railroad.

The office of Risser & Rollins, bankers and grain merchants at Cheneyville, Ill., was entered by burglars on the morning of Oct. 28, the safe wrecked, and about \$300 in currency and many valuable papers taken. The robbers used nitroglycerin, and the safe door was blown into fragments and the office badly wrecked.

Steger Bros.' elevator at Matteson, Cook Co., Ill., which was erected some three years ago on the E. J. & E. or Belt Railway, has been moved to the Michigan Central Railroad, a half mile or more distant. It is a transfer house, 40x50 feet and 100 feet high. Its size and great height made it a very risky as well as expensive job.

## OHIO, INDIANA AND MICHIGAN.

Lon Reed is building a grain elevator at Fountain, Ind.

The Keever Starch Co. will erect a factory at Columbus, O.

Fred Middlesworth is erecting a grain elevator at Linden, Mich.

Peterseim & Rhoades, Bloomers, Ohio, have enlarged their elevator.

Chas. Walters is remodeling his elevator at Jackson, Tipton Co., Ind.

Parrish & Davis have sold out their grain business at Marshfield, Ind.

F. A. Denman is now doing business in his new elevator at Wakeman, O.

Kinsey Bros., North Manchester, Ind., have put in a Clipper Grain Cleaner.

J. Hodapp is completing a grain elevator and corn mill at Seymour, Ind.

Leach Bros. & Burt, Capac, Mich., have sold their elevator to H. P. Stoughton.

The Paoli Milling Co. are about to erect a 30,000-bushel elevator at Salem, Ind.

Frank Reece has sold his elevator at Messick, Ind., to Joe Mouch of Mooreland.

E. W. Phares of Tipton has sold his elevator at Kokomo, Ind., to Charles Seward.

Harry Kress is completing a grain elevator and corn shelling plant at Heno, Ohio.

The Piel Starch Co. has begun the erection of a \$300,000 plant at Indianapolis, Ind.

D. R. Risser has remodeled his elevator at Rimer, Ohio, and installed new machinery.

W. C. Bricker of Avoca, Mich., has placed another No. 9 Clipper Cleaner in his elevator.

The Bettsville Grain Co. have a new elevator nearing completion at Bettsville, Ohio.

W. H. Lewis of Wilmington, Ohio, has purchased the elevator of C. Rhonemus at Reesville.

Pierce & Son's new elevator at Union City, Ind., has been completed and put in operation.

L. Frensdorf of Hudson, Mich., has purchased Hadley & Marsh's elevator at Waldron, Mich.

Fortner & Klepinger of West Milton have purchased the Campbell elevator at Kessler, Ohio.

Campbell & Everett have sold their elevator at West Milton, Ohio, to a Mr. Woodcock of Piqua.

J. W. Clayton has purchased the feed and grain store business of J. S. Euler at St. Marys, Ohio.

Losselyong Bros. have retired from the grain business at Ishpeming, Mich., their stock having



been purchased by the Carpenter-Cook Co., who will use the warehouse for other purposes.

It is reported that J. W. Mitchell will build a grain elevator at Montgomery, Mich., next spring.

E. T. Woodcock is building a new grain elevator at Dallas Switch, three miles from Urbana, Ohio.

The elevator at Era, Ohio, managed by Wm. Mogan, has put in a new boiler of greater capacity.

James Sellers has traded his elevator at Bismark, Ill., for his old grain stand at Darlington, Ind.

Hale & Taggart are making a number of improvements in their grain elevator at Plain City, Ohio.

J. W. McMillen & Son of Van Wert, Ohio, are rebuilding their burned elevator at Grover Hill, Ohio.

J. R. Johnson has completed a large hay barn in connection with his grain elevator at Baltimore, Ohio.

A. M. Burke & Co., La Rue, Ohio, are putting a No. 9 three-screen Clipper Corn Cleaner in their elevator.

W. H. Small & Co. of Evansville, Ind., are putting in a four-screen Clipper Cleaner for handling light seeds.

Crabbs-Reynolds-Bell Co. have for the present abandoned their plan of building an elevator at Lafayette, Ind.

Huntington & Page of Indianapolis have added a No. 7 Brush Clipper Cleaner to their equipment for handling seeds.

The Unionville Milling Co., at Unionville, Mich., has installed a Roll-brush Clipper Bean Cleaner with special air controller.

Houston Bros., South Charleston, Ohio, have overhauled their elevator and put it in shape for handling the new crop.

An old grain warehouse at Huntington, Ind., built in the early days of canal navigation, was sold recently for \$240.50.

A. W. Dickerson has sold his interest in the grain elevator at Bannister, Mich., to Dr. Patton, who is now sole owner.

Knappen & Hogg, Richland, Mich., recently installed a 36-horse-power gasoline engine to operate their elevator and feed mill.

R. M. Sims, who recently purchased the elevator at Scircleville, Ind., of Appleby & Buxton, has just built a new office and scale room.

T. M. Warne of Amboy, Ind., will put up a small elevator in connection with a flour mill at Upland, Ind., which he has recently purchased.

The Franklin Elevator & Grain Co. will erect a brick grain elevator on South High street, near the Hocking Valley tracks, at Columbus, O.

John Konzen of Henry County, Ohio, is said to have purchased all the business interests of the village of Gallup, including the grain elevator.

J. A. Bridge, Hedrick, Ind., is making extensive repairs and additions to his grain elevator. He purchased his machinery from the Weller Mfg. Co.

Chris Sorenson is building a grain elevator at Holton, Mich., and it is reported that he will buy grain for the Walsh-De Roo Milling Co. of Holland.

The Hammond Elevator Co., Hammond, Ind., has been incorporated in Delaware with a capital stock of \$200,000, to buy, sell and deal in grain, etc.

J. M. McCullough's Sons, Cincinnati, Ohio, have added another No. 9 Clipper Four-screen Traveling Brush Cleaner to their equipment for handling light seeds.

The Eureka Milling and Elevator Co., Limited, has been incorporated at Brown City, Mich., by John J. Kearns, James Todd, J. L. Bement and John L. Morris.

The Cleveland Grains Drying Co. has increased its capital stock from \$20,000 to \$25,000. The company is incorporated in New Jersey, but is located at Cleveland, Ohio.

The Hartley Grain Co.'s elevator at Goodland, Ind., recently destroyed by fire, will be rebuilt. About 30,000 bushels of oats were saved in a slightly damaged condition.

The Schnaible Elevator Co., Lafayette, Ind., has installed an oat clipper with a capacity of 7,500 bushels a day. It was necessary to build a small addition to the elevator to accommodate the machine.

F. R. Pence of Williamsport, Ind., has bought a large bill of elevator machinery of the B. S. Constant Co. of Bloomington, Ill., for his new elevator, including five Constant's Patented Chain Grain Feeders, three platform wagon dumps, three water-

tight elevator boots 18x18, one double dust collector, one No. 14 corn and oats cleaner and a No. 0 western sheller. C. A. Drake is the builder.

Wm. McKnight has taken out a building permit to erect a six-story frame grain elevator on land of the Hocking Valley Railway on South High street, Cleveland, Ohio.

Babcock & Hopkins of Rensselaer, Ind., have completed their new elevator at Fair Oaks. They will also erect one at Lee. They also have elevators at Rensselaer, Rose Lawn and McCoysburg.

The Harry W. Hammond Seed Co. of Bay City, Mich., have installed a No. 9 Brush Clipper Cleaner with special air controller, also an outfit of Clipper Picking Tables, in their seed house at Bay City.

The site of the Inwood Mill & Elevator Co.'s mill at Inwood, Ind., recently burned, has been sold to Geo. Ettinger of the Bourbon Mill & Elevator Co. of Bourbon, Ind., who will build an elevator and feed mill.

The Winchester Elevator Company, Winchester, Ind., has filed articles of incorporation, with a capital stock of \$8,000. The stockholders are F. G. Hopkins, William H. Ludy, Joseph W. Syphere, Bernard P. Harris, Wm. T. Schmenk.

On November 15 the chief engineer of the C. H. & D. Ry. at Cincinnati will open bids for taking down and removing Elevator A adjoining the freight station at Toledo. The material and machinery will become the property of the contractor.

The Morrisson & Thompson company of Kokomo, Ind., has been incorporated with a capital stock of \$15,500 by Thomas A. Morrisson of Frankfort, Owen Thompson of Kokomo and James Hodge of Toledo, O. The company will acquire and operate grain elevators.

The safe in Winn Bros.' grain elevator at Lucerne, Ind., was blown Monday night, Nov. 3, the robbers securing only \$3 for their trouble. But for the action of one of the firm, who took \$2,000 from the safe the day before and put it in a bank, the robbers would have secured that amount additional.

The holdings of the once prominent grain firm of Lloyd & Quale, Toledo, O., were sold by Attorney George Kirby on Nov. 8. It was valued at \$10,000, but went for less. Elevators and sheds at Greilton, West Hope and Elery were sold to D. W. Camp for \$5,325 and property at Waterville and Bailey to W. P. Adamson for \$825.

Bert A. Boyd, for eighteen years in the grain business in Indianapolis, Ind.—sixteen with Fred P. Rush & Co. and later with F. M. Murphy & Co., successors to Rush—has succeeded to the track grain business of F. M. Murphy & Co. Boyd was manager of track business for Murphy, and will represent a number of strong Eastern houses. F. M. Murphy & Co. continue their elevator business.

R. G. Jenckes & Co. are building an elevator and grain warehouse on the site of the burned hominy mill at Terre Haute, Ind., which they expect to have completed by December 1. The entire basement of the old plant is being utilized and will contain the corn shellers, cleaners, conveyors, etc. The plant will be able to shell and load about 10,000 bushels of corn a day. The storage capacity will be about 250,000 bushels.

#### MISSOURI, KANSAS AND NEBRASKA.

A. C. Eyman has sold his elevator at Moundridge, Kan.

The Nebraska Elevator Co. has erected corn cribs at Touhy, Neb.

The Railsback Elevator at Ashland, Neb., has been completed.

Trenton, Mo., is said to be greatly in need of a grain elevator.

S. J. Thompson of Holton has completed a new elevator at Hoyt, Kan.

Wm. Pollock, miller, of Mexico, Mo., is building a grain elevator at Sturgeon.

The Wells-Hord Grain Co. has just completed an elevator at Havens, Neb.

The Bartling Grain Co. has purchased an elevator at Bookwalter, Pawnee Co., Neb.

The Bartling Grain Co., Nebraska City, Neb., has installed a No. 7 Clipper Cleaner.

The Omaha Elevator Co. has increased its capital stock from \$275,000 to \$550,000.

The Duff Grain Co. has new elevators at Ashland, South Bend and Oreapolis, Neb.

Speltz & Balls are completing a new elevator on the B. & M. right-of-way at Ord, Neb.

The Nebraska Elevator Co. has enlarged and improved its elevator at Rising City, Neb.

The Farmers' Grain Buying association, Sterling, Kan., have moved their elevator from near the

Santa Fe to a site on the Missouri Pacific, over which they will ship hereafter.

Railsback Bros. of Ashland, Neb., recently purchased a second Hall Grain Distributor.

J. N. Shaw is building a modern elevator at Galesburg, Kan., of 8,000 bushels capacity.

E. E. Taylor, Bethany, Neb., has built an addition to his elevator and installed a gasoline engine.

C. B. Seldomridge of Colorado Springs, Colo., is building an addition to his elevator at Holdrege, Neb.

John T. Evans has succeeded Evans & Hare in the grain business at South Bend and at Murdock, Neb.

The Odell Farmers' Elevator Co., Odell, Gage Co., Neb., has been incorporated with a capital stock of \$10,000.

The shortage of grain cars has caused the elevators at Holstein and other Nebraska points to shut down.

The Watson Mill Co. is making preparations to build a 100,000-bushel elevator at Wichita, Kan., next spring.

The Omaha Elevator Co. will install an Improved Hall Distributor in their new elevator at Fremont, Neb.

The new elevator at Clarks, Neb., belonging to the Sears Grain Co., will be equipped with an Improved Hall Distributor.

The Flanagan Mill & Elevator Co., Rich Hill, Mo., has incorporated under the same name with a capital stock of \$200,000, all paid.

The Conrad Grain Co. of Ashland, Neb., have purchased an Improved Hall Distributor, to be installed in their elevator at Wood River, Neb.

It is reported that the Chicago, Milwaukee & St. Paul Railway will at once let a contract for building a 250,000-bushel elevator at Armourdale, Kan.

The Farmers' Elevator Co., Thayer, Neb., has been organized with a capital stock of \$10,000. They will handle this year's crop through a warehouse.

D. H. Ferguson & Son of Belleville, Kan., have purchased an elevator at Burr Oak, Jewell County. Fred Ferguson has moved there and taken charge of it.

The Foster Grain Co., Lincoln, Neb., has been incorporated with an authorized capital stock of \$50,000, by E. D. Foster, A. B. Houghton and L. O. Wilsey.

The Frisco Elevator at Kansas City, operated by John I. Glover Grain Co., is erecting two tile tanks that will give additional storage room for 200,000 bushels.

The North Bend Co-operative Association, North Bend, Neb., has changed its name to the North Bend Grain Co. It is a farmers' grain buying association.

The Fisher Grain Co. of Omaha, Neb., has been incorporated with an authorized capital of \$50,000, by C. V. Fisher, Thos. Cochrane and Wm. S. Cochrane.

Bailey & Connelt, Axtel, Kansas, representing a combination of grain and seed buyers in that vicinity, have purchased ten Clipper Counter Tester Cleaners to be used for testing samples of grain and seeds.

The Midland Elevator Co., Solomon, Kan., have erected a 4,000-bushel corn crib in connection with their elevator. They have also put up cribs at Havensville.

The Trans-Mississippi Grain Co. have placed an order for three Improved Hall Distributors, to be installed at Bristow, Neb.; Spencer, Neb., and Fairfax, S. D.

The Cornelius Mill Furnishing Co. of St. Louis, recently sold a bill of elevator supplies, which included one of Constant's Patented Chain Feeders, using the B. S. C. Conveyor Chain.

The McDaniel Milling Co. of Carthage, Mo., has purchased a site at Purcell on which to erect a grain elevator when the Carthage & Western Railway, now being constructed, is completed.

Nathan Merriam, James W. Holmquist and Olaf Holmquist have incorporated as the Merriam & Holmquist Company of Omaha for dealing in seeds and grain. The authorized capital is \$200,000.

The Moore Grain & Elevator Co. of Kansas City have suspended operations on account of financial embarrassment. The many friends of this long-established house hope they may be able to resume shortly.

After a long struggle the Farmers' Elevator Co. and the Burlington & Missouri Railroad officials and others have come to an understanding in regard to shipping facilities for the elevator of the farmers' company. The elevator is built on private



property, 85 feet from the track, and the railroad company has agreed to erect a side-track to the building.

The new elevator at the Kepple Stock Company's yards, Glen Elder, Kan., has been supplied with a six-horse-power Fairbanks-Morse Gasoline Engine, which will furnish the power for the feed grinders, shellers, etc.

F. M. Baker, the Atchison (Kan.) grain dealer, and W. F. Rankin, the wealthy land and stock owner of Tarkio, Mo., are the principal stockholders of the Central States Telegraph and Construction Company, recently chartered under the laws of Missouri with a capital of \$50,000.

J. H. Holmquist, who owns a line of elevators on the Milwaukee road, has purchased J. G. Gardiner Haines' interest in the Haines-Merriam-Meredith elevator at 1207 North Seventeenth street, Omaha, Neb., and a company has been organized to be known as the Holmquist-Merriam Company.

#### SOUTHERN.

W. R. Bray, grain buyer at Nowata, I. T., has built a warehouse.

The Farmers' Mill & Elevator Company, Sparta, Tenn., has increased its capital stock \$20,000.

It is reported that Samuel Johnson of Chattanooga, Tenn., is about to sell out his grain business.

A company is being organized at Lewisburg, Tenn., with a capital of \$20,000 to build a mill and elevator.

The Chattanooga Feed Company, Chattanooga, Tenn., is putting up a two-story brick warehouse costing \$12,000.

A. B. Harris and E. J. Dunaway have opened a grain store at Italy, Texas, under the name of the Italy Grain Company.

The City Grain & Feed Company, Columbia, Tenn., is again doing business after a shut-down of three months for improvements.

A company is being organized at Owensboro, Ky., to build an elevator on the river front and also to have connection with the O. & N. and the I. C. railroads.

The Odendahl Commission Company, a large grain exporting firm of New Orleans, has been forced into liquidation through alleged irregularities of one of its officers.

The Southern Pacific's new million-bushel elevator at Galveston, Texas, is now completed, but it will be a short time yet before it can be put into operation, owing to the delay in completing the power plant.

#### EASTERN.

Joseph Smith & Co. are erecting a grain elevator at Prattsville, N. J.

Geo. Sands, Berwyn, N. Y., has installed an elevator stand in his warehouse.

Frank Caldwell is erecting a feed and grain store on Eoff street, Wheeling, W. Va.

Geo. B. Strickland of Livermore, N. Y., has reopened his grain store at Brettun's Mills.

W. N. Potter, Sons & Co. are building a grain storehouse and salesroom at Greenwich, Mass.

Goding Bros. of East Dedham have engaged in the grain business at J. C. Goward's mill, North Easton, Mass.

Otto J. Spencer is installing a No. 9 roll-brush dustless special air Clipper Cleaner in the elevator at Romulus, N. Y.

Isaac Rothenberger has retired from the firm of Dunkle & Rothenberger, dealers in grain, coal and lumber at Blandon, Pa.

Belden & Co. of Geneseo, N. Y., are installing another Clipper Cleaner at Caledonia. It is a roll and traveling brush machine.

W. M. Powell and C. F. Finegan of Chester, Pa., are selecting a site on which to erect a feed mill and flour and grain warehouse.

Geo. Craver's Sons, Binghampton, N. Y., are putting in their second brush Clipper Cleaner with air controller for handling seed stock.

Hosea B. Field, a grain and hay merchant at Vergennes, Vt., has filed a petition in bankruptcy. His liabilities are \$4,234.92; assets, \$1,469.

M. J. Jenks, grain dealer at Webster, Mass., is moving into a new building, 30x55 feet, two stories high, which will afford him much needed additional room.

Peck & Black, Warren, R. I., recently completed their new elevator. It has been found impractical to build a spur track to the building so the grain will be dumped from cars into a sink at some dis-

tance from the elevator and conveyed to it by a spiral conveyor in a tunnel.

Fred Dodge of Saundersville, Mass., has purchased Elmer E. Johnson's grain warehouse at Grafton, Mass., and will probably conduct a grain store there.

The Lackawanna Milling & Elevating Company of Scranton, Pa., has plans prepared for a 650,000-bushel elevator at Buffalo, N. Y., where it already has a lease of the International Elevator at Black Rock.

The New York Dock Company has been overhauling its remaining elevators in Brooklyn, evidently with the intention of doing some business this winter. The last full cargo loaded from these docks was in February, 1901.

The Western Maryland R. R. Co. is reported to have completed plans for the erection of a large grain elevator and other improvements at Baltimore, Md. The site is at the foot of Donaldson street, east of Henry street, and consists of 323 feet of water front and having a depth of 1,300 feet.

#### WESTERN.

The Pacific Starch Co. have let the contract for the construction of their new plant at Tacoma, Wash.

F. Keiser & Co. are the successors of Wm. Nelson & Co. in the wholesale grain business at Spokane, Wash.

The Farmers' Elevator, Hooper, Colo., is being operated this year under the management of G. C. Clark.

The Gallatin Valley in Montana now has six grain elevators, including the one just completed at Belgrade by the Benepe-Owenhouse Co. Their aggregate capacity is 815,000 bushels.

The Globe Grain & Milling Co., Los Angeles, Cal., has been incorporated with a capital of \$1,250,000, of which \$637,200 is subscribed. The directors are Will E. Keller, J. B. Alexander, W. H. Joyce, F. F. Haynes, F. N. Pauly, C. E. Keller and C. Leonardt.

The Northern Pacific has prepared plans for making available the second story of its 725-foot warehouse at West Seattle, Wash. A new incline will be constructed and new approaches and tracks built. The company's warehouse facilities at this port are said to be insufficient and it is reported that a new wheat warehouse will soon be erected in West Seattle.

Neville & Co., wholesalers in bags, cordage, etc., at 27-33 California street, San Francisco, have started a concern in Portland, Ore., called the Neville Bag Co. They have built a large factory there, and are importing all their jute goods direct from Calcutta. Besides a large output of bags for oats, flour, etc., the capacity of the factory for wheat bags will be 8,000,000.

#### WISCONSIN AND MINNESOTA.

The Cargill Company are completing an elevator at Blair, Wis.

H. N. Babcock is building a grain elevator at Cleveland, Minn.

A farmers' elevator will probably be built at Lafayette, Minn.

The Hiebert Grain Co. has sold its elevator at Mountain Lake, Minn.

The Hinckley Mercantile Co., Hinckley, Minn., has erected an elevator.

The Empire Mill Co., New Ulm, Minn., are building a 50,000-bushel elevator.

The Smith-McLaughlin Elevator Co. have sold their elevator at Austin, Minn.

The Farmers' Elevator at Ivanhoe, Minn., is now completed and ready for business.

Some improvements were made last month in the Farmers' Elevator at Waverly, Minn.

The Jenkins Elevator Co. is now buying grain in its new elevator at Elizabeth, Minn.

It is reported that Fred Seebach will discontinue his grain business at Red Wing, Minn.

The elevator at Credit River, Minn., was completed and put in operation last month.

It is reported that the S. Y. Hyde Grain Co. will erect an elevator at Montgomery, Minn.

The Farmers' Elevator Co., Ivanhoe, Minn., now have their new elevator ready for business.

The new town of Elco, Minn., has one elevator just completed and it is said that another will be built.

As a result of the protests of farmers against the "line" elevators at Westbrook, Minn., the business men have organized a company and will put

in a scale and shipping facilities and engage a grain buyer.

Fred Meier, Sleepy Eye, Minn., is putting in a No. 7 Brush and Special Air Clipper Cleaner.

A 20,000-bushel elevator has just been completed at Cobden, Minn., for the Sleepy Eye Mill Co.

Three old elevators at Nerstrand, Minn., have been sold for small sums and will be torn down.

The Wykoff Grain Co. have installed a power grain loader in their elevator at Rushford, Minn.

J. A. Danielson & Co. are erecting an elevator at Lake Park, Minn., of 20,000 bushels' capacity.

Repairs and improvements have been made on the St. Anthony & Dakota elevator at Morris, Minn.

The Parker-Leland Mill Co. of Winnebago City, Minn., recently completed a 50,000-bushel elevator.

J. H. Kennedy, Tyler, Minn., is installing a No. 9 Clipper Cleaner with traveling brushes and air controller.

H. Carlson is building a warehouse and grain elevator on the Northern Pacific right-of-way at Little Falls, Minn.

The Sheffield-King Milling Co. of Faribault are building an elevator and flour exchange at Montgomery, Minn.

The Great Western Elevator Co. is building a new office and engine house for its elevator at Lafayette, Minn.

The elevator at Prior Lake, Minn., was compelled to shut down several days last month on account of lack of cars.

Hilleboe & Johnson, millers at Warren, Minn., have completed a thoroughly modern elevator of 20,000 bushels' capacity.

The Norman County Elevator Co. has installed a gasoline engine in a new brick engine room at its elevator at Ada, Minn.

C. S. Huntley & Co. of Elroy, Wis., have installed a gasoline engine and elevator leg in their warehouse, for handling grain.

A. Steinsen & Co. have purchased the elevator at Becker, Minn., and moved it from the Great Northern to the Northern Pacific tracks.

Lyon Bros. of Menominee are building a 40,000-bushel elevator at Sturgeon Bay, Wis. The ground dimensions of the house are 40x60 feet.

The Minnesota & Western Grain Co. recently added a flax cleaning machine to its equipment. The plant is being operated day and night.

The Business Men's Association of Boscobel, Wis., has formed a company to buy grain and live stock. John B. Murphy has been engaged as manager.

The Hastings Milling Co. of Owatonna, Minn., recently completed an elevator at Meriden, which is now in operation in charge of J. Z. Barnard.

Ed. Gilmer has purchased the Farmers' Elevator at Howard Lake, Minn., for \$4,200. It is said that the farmers and business men will erect a new elevator.

The Northern Elevator Co. have placed in their elevator at Dale, Wis., a 32-horsepower Howe Gasoline Engine supplied by the Borden & Selleck Co. of Chicago.

A warehouse and elevator 48x60 feet is being erected at Shawano, Wis. It will have capacity for 12,000 bushels of grain and be managed by Lieg & Dillenberg.

The Farmers' Elevator Co. of Graceville, Minn., after a tempestuous existence of two years, has decided to sell its 35,000-bushel elevator and wind up its affairs.

Mark N. Tisdale of Slayton, Minn., informs us that he has sold his elevator at that place to Geo. R. McKittrick, who came from Harmony, Minn., and is now operating the house on his own account.

The Skyberg Farmers' Elevator Co. has been incorporated at Skyberg, Goodhue County, Minn., with a capital stock of \$5,000. They have purchased and are now operating an elevator at that place.

Smith & Steever, doing business as the Smith-McLaughlin Elevator Co., at Austin, Minn., have sold their elevators at Austin and Oakland to the Wykoff Elevator Co. and gave possession on November 1.

The Northern Grain Co. of Chicago has purchased the Wisconsin Malt & Grain Co.'s elevator at Hortonville, Wis. W. W. Slyster, who has had charge of the house for the past 12 years, will remain in the employ of the new concern.

Fred C. Van Dusen and Peter B. Smith, assignees of the St. Paul and Kansas City Grain Co. of Minneapolis, have made a report showing receipts of \$665,973.47 and disbursements of \$295,320.33. Out of the balance the court has authorized them to pay



the creditors a dividend of 40 per cent. It is expected that the business will be wound up by next spring.

The Norman County Elevator Company of Ada, Minn., has increased its capital stock from \$1,800 to \$3,800. The money thus secured will be used in increasing the capacity of the elevator. A gasoline engine has been installed in a new brick engine house.

Burglars recently broke into the Monarch Elevator at Westport, Minn., for which F. E. Smith is agent, took the safe about a block up the railroad track, broke into the hand-car house, got some tools and broke open the safe. As a result of their strenuous efforts they got \$1.

#### IOWA.

An elevator is being erected at Dayton, Iowa.

A new elevator was completed at Colamus, Iowa, last month.

The C. & N. W. Ry. is erecting an elevator at Le Grand, Iowa.

Skewis & Moen Co. have succeeded A. A. Flint at Dickens, Iowa.

M. E. Cardwell is the successor of Moore Bros. at Rockwell, Iowa.

Frank McBride has completed his new elevator at Hamburg, Iowa.

E. F. Richey has just completed a new elevator at Somers, Iowa.

Challman & Lease are the successors of Slutz Bros. at Galva, Iowa.

The Northern Grain Co. has succeeded J. J. Goodall at Quigley, Iowa.

The Fullerton Lumber Co. have succeeded E. B. Cook at Menlo, Iowa.

Burke Bros., Vinton, Iowa, have installed a feed mill in their elevator.

The elevator at Villisca, Iowa, has recently been repaired and improved.

Jones & Buchanan, Ottumwa, Iowa, are installing a No. 9 Clipper Cleaner.

Pease Bros. have purchased J. H. Carter's elevator at Wauke, Iowa.

C. H. Harris has begun handling grain in his new elevator at Bartlett, Iowa.

The Western Grain Co. have completed their new elevator at Holstein, Iowa.

Morton Bros. of Nebraska City, Neb., are erecting an elevator at McPaul, Iowa.

The Northern Grain Co. has purchased J. J. Goodall's elevator at Quigley, Iowa.

The Neola Elevator Co. is building a large new lumber shed at Dunbar, Iowa.

The Lehan Grain Co. is preparing to rebuild its burned elevator at Dunlap, Iowa.

L. Schomberg continues the grain business of A. P. Fillingham at West Side, Iowa.

The B. A. Lockwood Grain Co. of Des Moines will erect an elevator at Slater, Iowa.

W. S. McKee has succeeded to the elevator of McKee & Gray at Conesville, Iowa.

The Des Moines Elevator Co. has a new elevator nearing completion at Avoca, Iowa.

Andrew Anderson is now in possession of the A. E. Moerke elevator at Spencer, Iowa.

A. F. Froebel has succeeded to the grain business of Froebel & Stoner at Titonka, Iowa.

The grain business of Adcock & Bakley at Ogden, Iowa, is being continued by Wm. Bakley.

Beckman & Schroeder of Emmetsburg, Iowa, contemplate building an elevator at Ringsted.

T. B. Kaufman has succeeded the grain firm of Richardson & Kaufman at Belmond, Iowa.

Johnson Bros. have sold their elevator at Cambridge, Iowa, to Ingals Bros. of Wyoming.

J. W. Berry of Clarinda, Iowa, is building an ice house 40x60 feet near his grain elevator.

Tostleber & Deest are successors to the firm of Froning & Tostleber at New Hartford, Iowa.

The Neola Elevator Co. have purchased the grain business of Dawson & Gudgeon at Kennedy, Iowa.

Martin & Slack have completed their new private telephone from Fort Dodge to Rockwell City, Iowa.

The town of Shipley has been platted in Grant Township, Story County, Iowa. It is located on what is known locally as the Short Line. Two ele-

vators are to be erected there at once, so it is reported.

Brackney's Elevator No. 2 at Clemons, Iowa, has been improved with a new stone foundation, etc.

C. A. Jenks, Williamsburg, Iowa, has remodelled his elevator and built a new warehouse 18x36 feet.

The Orchard Produce Co. recently succeeded to the grain business of John Robertson at Orchard, Iowa.

J. C. Nickleson is now in charge of the Trans-Mississippi Grain Co.'s new elevator at Arthur, Iowa.

The B. A. Lockwood Grain Co., of Des Moines, is preparing to rebuild its burned elevator at Ames, Iowa.

Terwilliger & Dwight completed their elevator at Rock Valley, Iowa, last month. It is a fine modern plant.

Kyle & Son, Shenandoah, Iowa, have enlarged their elevator and put in a new sheller and other machinery.

A starch factory is being erected at Cedar Rapids, which will have a daily capacity of 2,500 bushels of corn.

The B. A. Lockwood Grain Co. of Des Moines is building an elevator on the Northwestern at Nevada, Iowa.

B. C. Rogen of Elliott, Iowa, has sold his grain elevators at Elliott and Stennett, Iowa, to E. H. Van Schoick.

The Blanchard Mill & Elevator Co., Blanchard, Iowa, have made quite extensive repairs on their grain elevator.

The Des Moines Elevator Co. are moving their elevator at Harlan, Iowa, to a new site on the side track of the Great Western.

The Nye & Schneider Co. of Fremont, Neb., is building a 30,000-bushel elevator on the Northwestern Railway at Carroll, Iowa.

The Atlas Grain Co. of Chicago has purchased S. S. Hanson's grain and coal business at Collins, Iowa. They took possession on Nov. 1.

H. D. Everingham, Fort Madison, Iowa, is equipping his seed house with eight No. 7 Clipper Cleaners, with traveling brushes and air controllers.

R. A. Frazier, Nevada, Iowa, has associated with him in his grain business his two sons, Pearl R. and Keith R., and the firm is now styled R. A. Frazier & Sons.

Davis & Anderson are erecting an 8,000-bushel elevator at Pacific Junction, Iowa. It will be equipped with shellers and cleaners and be operated by a 10-horse-power gasoline engine. The Nebraska-Iowa Grain Co. of Omaha is said to have an interest in this elevator.

Richardson & Co. of Chicago have awarded the contract for erecting their 50,000-bushel elevator at Fort Madison, Iowa, to the Younglove & Bogges Co. of Mason City. The elevator will be located on the Santa Fe and will be equipped to shell 1,000 bushels of corn per hour.

A. J. Wilson, of the elevator and banking firm of Wilson & DeWolf, Laurens, Iowa, has sold his interest in elevators at Laurens, Marathon, Havelock, Albert City, Varina, Webb and Curlew and in the Bank of Curlew to Anson E. Wells and the firm is now known as DeWolf & Wells.

#### SOUTH DAKOTA.

W. Z. Sharp is putting up an elevator at Fedora, S. D.

The Sioux Elevator Co. of Sioux City, Iowa, will at once build an elevator at Vermillion, S. D.

The Empire Elevator Co. have repaired their elevator at Corona, S. D., and put it in shape for the season's business.

The Hawkeye Elevator Co. are completing an elevator at Louisburg, S. D., which will be operated in charge of John Nelson.

The Sullivan Lumber Co. are building an elevator alongside their flathouse at Sisseton, S. D., making the ninth elevator in that town.

The Sioux Grain Co. of Jefferson, S. D., are erecting an elevator 24x24 feet, 34 feet high, at Elk Point. O. D. Whitney will be the local manager.

J. T. Whallon's elevator at Frederick, S. D., was settling out of shape under the weight of its 20,000 bushels of wheat, so the bins were emptied and the foundation renewed.

A Yankton, S. D., dispatch says: Captain Leach, an old upper river man, has started a grain elevator about eight miles west of this city. He is using the steamboat Castalia to haul from this side of the river. He will take his grain by boat to Running-

water, where the Milwaukee road, understood to be back of the deal will take charge of the shipments.

The Canton Grain Co., Canton, S. D., who sold out their line of elevators last spring, have contracted for the erection of a 40,000-bushel house at Canton. They will buy locally and also in carlots for cleaning.

#### NORTH DAKOTA.

New Salem, N. D., is to have a new elevator.

Another elevator is being erected at Hesperiding, N. D.

The Dietz Elevator at New Salem, N. D., is about completed.

An elevator has just been erected at Pleasant Lake, N. D.

Winter & Ames have completed a new elevator at Knox, N. D.

E. H. Richards is now operating B. F. Hammond's new elevator at Fero, N. D.

J. A. Englund is buying grain in his new flat house at Donnybrook, N. D.

The Ashley Roller Mill Company, Ashley, N. D., is now buying grain for shipment.

The Farmers' Grain and Shipping Company have opened an office at Devil's Lake, N. D.

The Cargill Elevator Company have completed an addition to their elevator at Easby, N. D.

The Elk Valley Milling Company is building an addition to its elevator at Larimore, N. D.

The Canton Grain Company are now handling grain through their new elevator at Inkster, N. D.

The St. Anthony & Dakota Elevator Company have completed their 50,000-bushel elevator at Lidgerwood, N. D.

Laird & Neilson have completed an elevator at Perth, N. D., which gives that town four elevators and two track buyers.

Chas. McMillan and A. Sillers, Jr., have been admitted to the grain and lumber firm of Bullock & Balfour at Hannah, N. D.

At Starkweather, Tanton & Todd have just completed a 40,000-bushel elevator and Ed Tagnant of Grand Harbor is in charge as buyer.

The Imperial Elevator at Crystal, N. D., had to suspend business last month until the foundation could be straightened up and strengthened.

Starkweather, Webster & Garske, N. D., new towns on the new Devil's Lake & Northern road, now have, or soon will have, two or more new elevators each.

The Barnett & Record Company have completed an elevator at Goodrich, N. D., for Andrews & Gage. This firm is also erecting a 22,000-bushel elevator at Blaine.

W. P. Massuere now has a brand new 30,000-bushel elevator at Starkweather, N. D., erected by the Barnett & Record Company. This town is but a few weeks old.

The National Elevator Company have torn down their old flat houses at St. Thomas, N. D., and used the lumber in building an annex to their elevator at Glaston.

Arbogast Bros., Drayton, N. D., had lumber on the track for an annex when their elevator burned. This building was then erected at once and will be used until the elevator proper can be rebuilt.

The Fairmount Grain Company, a farmers' organization at Fairmount, N. D., are now doing business in their new elevator. They also sell wood and coal and grind feed. One of their stockholders has made the following statement: "Before this elevator was spoken of the elevators in Fairmount were buying wheat at 17 cents under Minneapolis price—one hour after their first meeting, 14½ cents under Minneapolis was the amount given to the farmers; at the adjournment of their last meeting, 12½ cents under. A few days after the contract was signed wheat was 10 cents under. On the day the elevator opened the price was 8½ cents under, and the following day 7½ cents under Minneapolis price."

#### CANADIAN.

McWilliams Bros. have erected an elevator at Oakland, Man.

Stead & Harriett are building an elevator at Mowbray, Man.

Rogers Bros. have just completed an elevator at MacGregor, Man.

The Ogilvie Milling Co. is erecting an elevator at Brookdale, Man.

The Farmers' Elevator Association of Manitoba held a meeting at Winnipeg recently and took steps



to increase its membership, which now includes some fifteen elevators.

G. E. Davidson is erecting a 40,000-bushel elevator at Manitou, Canada.

The Lake of the Woods Milling Co. have completed an elevator at Brookdale, Man.

The Souris Farmers' Elevator Co., Souris, Man., has incorporated with a capital stock of \$15,000.

The Pembina Farmers' Elevator Co., Pembina, Man., has been organized and is seeking incorporation.

Morton & Pierson, Gladstone, Man., have opened an office in the grain exchange building at Winnipeg.

J. M. Gibbs, Parkhill, Ontario, Canada, has installed a No. 7 Brush Clipper Cleaner, with air controller, in his elevator.

R. Stewart, after a residence of five years in Montreal, has again become connected with the grain trade in Winnipeg.

An elevator is being erected at Sutton, Ont. It has been leased to and will be operated by Wm. Horley of Mt. Albert during this season.

The Manitoba Milling Co. is completing a 25,000-bushel elevator on the Canadian Northern Railway seven miles south of Neepawa, Manitoba.

The new town of Raymond, Alberta, is marketing its first crop at the new elevator which is to supply the flour mill now nearing completion.

T. H. Metcalfe of Winnipeg, Man., has admitted Jas. E. George as a partner in his grain business and the style of the firm is T. H. Metcalfe & Co.

March Bros. & Wells have completed and now have in operation elevators at Churchbridge, Birtle, Solgirth, Kello and Oak River, Manitoba. These elevators are all of standard capacity.

The Winnipeg Elevator Co. have completed a 30,000-bushel elevator at West Selkirk, Manitoba. The crops are so heavy in that section that the farmers are said to be fearful of a shortage in elevator capacity.

The Farmers' Elevator Co. are completing a 35,000-bushel elevator at Grenfell, Assiniboia. This gives that town a total capacity for nearly 150,000 bushel. It is stated that the shipments from that point last season amounted to nearly 800,000 bushels.

The Department of Trade and Commerce at Ottawa reports that on July 1, 1902, there were in Manitoba and the Northwest, including Fort William and Port Arthur, 544 elevators having a total storage capacity of 23,100,000 bushels, an increase of 118 structures and of 3,220,000 bushels in the storage capacity.

On the Carman branch of the Canadian Northern Railway the Canadian Elevator Co. has erected elevators at Oak Bluff, Sanford, Branheld, Sperling and Carman of 25,000 bushels capacity each. They are fitted with the latest cleaning appliances and machinery. The farmers have erected an elevator at Homewood, and a Mr. Taylor is erecting one at Sperling.

Thomas Nichol, who built the first grain elevators on the N. P. R., now the Canadian Northern, and who has had large experience in both grain and land business, and E. McDonald, who was connected with the early milling interests of Portage la Prairie, have formed a partnership, under the firm name of Nichol, McDonald & Co., and intend doing a real estate, grain and manufacturer's agent business at 222 McDermont avenue, Winnipeg, Man.

The improvements to the King Cleaning Elevator at Port Arthur, Ont., have been completed, and the building is now said to be the fastest working elevator in the system at the head of the lakes. By an arrangement, the idea for which was evolved by John Redden, it is now possible to unload an 80,000-pound car of wheat in seven minutes. Under the old system fifteen minutes were required to do this work. Mr. Redden's plan works four men and four shovels in a car instead of two, as formerly. The weighing apparatus has also been improved so that the operation of unloading the big cars can be proceeded with without waits to weigh off. The new equipment includes a line of flax cleaning machinery. The cylinder head of the engine blew out recently, placing the plant out of commission for two or three weeks.

However the corn crop may have turned out, it will be gratifying to the "kids" to know that the pop corn crop is one of the best that has ever been raised in this country. The yield has been large, the ears are large, and the grain is well ripened. The crop of domestic walnuts also is quite large and in quality is all right. If anything, the nuts are less oily than they usually are.

## FIRES--CASUALTIES

The Pintler Elevator at Parkhill, Ont., was totally destroyed by fire October 22.

An elevator at Hastings, Minn., owned by R. C. Libbey, is reported burned.

Frank L. Windiate's elevator at Paulding, Ohio, was destroyed by fire recently.

The Peavey Elevator at Madelia, Minn., was slightly damaged by an incipient fire October 29.

A warehouse at Dyersville, Iowa, owned by Goerd Bros., grain and general merchants, was burned recently.

The Rock Island Elevator at Grinnell, Ia., caught fire October 21. The blaze was extinguished with very slight loss.

The elevator at Grover Hill, Ohio, owned by J. W. McMillen & Son of Van Wert, Ohio, was burned recently.

One of the walls of the elevator at Superior, Ia., gave way October 20. Several thousand bushels of grain was released.

The White Elevator at Shannon, Ill., suspended operations for a time recently on account of a break in the machinery.

A small fire in the engine room of the Brown Elevator at Luverne, Minn., recently, was smothered before much damage was done.

The May-Lee-Johnson elevator at Hutchins, Iowa, burned October 29, resulting in a loss of \$4,000, partially covered by insurance.

Fire in the stock feed drying plant of E. P. Mueller at 420 Commerce street, Milwaukee, November 5, caused a loss of \$300.

A young man named Wussler was badly injured in the Nye & Schneider Co.'s elevator at Goehner, Neb., October 28, by being caught by a belt.

The wheat warehouse of William Dailey at Brockport, N. Y., was burned October 29, resulting in a loss of about \$5,000, fully covered by insurance.

The cylinder head of the engine of the King cleaning elevator at Port Arthur, Ont., blew out October 20, necessitating a shut-down for three weeks to make repairs.

Spontaneous combustion started a fire in Niagara Elevator B at Buffalo, N. Y., November 7, and caused a loss of \$7,000, principally from smoke and water. The house was saved.

The C. R. I. & P. elevator at Stockdale, Ill., which was burned recently, as reported, contained a quantity of feed owned by a live stock company of which Geo. Weits is manager. The loss on the feed is \$2,500.

The sides of the Farmers' Elevator at Mt. Vernon, S. D., spread October 21 and allowed 10,000 bushels of grain to run out onto the ground. The rated capacity of the house was 20,000 bushels, but it was said to be weak.

The steamer Pueblo, with a cargo of wheat, en route for Buffalo from Chicago, went ashore on South Manitou island November 5 and it was necessary to throw 10,000 bushels of grain overboard before the boat could be released.

Gasoline in the engine room of the Farmers' Elevator at Mountain Lake, Minn., became ignited October 21, as a result of leaving the battery connected with the engine, and threatened to cause a bad fire. It was discovered in time to prevent serious damage.

An effort was made to burn the Sprage Elevator at East Deerfield, Mass., at an early hour October 20. A pile of shavings and waste material had been placed near one of the exterior walls and fired but the burning mass was discovered before any damage was done.

The elevator and mill at Britton, S. D., owned by R. C. Libby and operated by the E. C. Swan General Elevator and Milling Company, were burned October 31. The loss was \$20,000 on buildings and \$5,000 on contents; insurance \$15,000. The fire originated in the engine room.

The B. A. Lockwood Grain Co.'s elevator at Ames, Iowa, was destroyed by fire October 20. The house contained upwards of 20,000 bushels of oats, corn and wheat and the loss is estimated at from \$35,000 to \$40,000. The insurance is about \$35,000. The origin of the fire is unknown, but it is supposed to have been due to friction. The engine house and

one warehouse are still intact and will form the nucleus of a new plant to be built at once.

The elevator of the Mt. Pulaski Grain Co., at Mt. Pulaski, Ill., was totally destroyed by fire October 27. The fire started in the cob room about 2 o'clock p. m., spread to the engine room and soon the entire plant was burning. The house contained only a small amount of grain. Loss 7,000; well insured.

Damage to the amount of \$1,000 was caused by a fire which originated in a bin at the new elevator of the Brooks-Griffiths Co., Johnson and Spring streets, Minneapolis, October 26. The employees made an unsuccessful effort to control the flames, which were shooting up into the rafters when the firemen arrived.

H. P. Zigler's grain elevator at Pittman, Ohio, was burned October 12. The building, which was valued at \$3,000, contained very little grain, but a quantity of flour and feed and a new \$500 gas engine were destroyed. The loss on stock and machinery was \$3,000, making the total damage \$6,000. There was some insurance.

The big elevator of the D. Rothschild Grain Co. at Davenport, Ia., was in danger of destruction by fire October 20, when a quantity of chaff accidentally blown into the engine room became ignited. An alarm was turned in and the department arrived in time to prevent the spread of the flames. The loss was merely nominal.

George W. Eaton's elevator and mill at Bristol, Conn., was damaged to the extent of \$20,000 by fire October 28. The plant contained a large stock of flour, grain and hay and much of the damage was by water. The fire was undoubtedly of incendiary origin. Mr. Eaton's insurance about covers the loss and he has resumed business.

W. H. Tring's elevator at Honeoye Falls, N. Y., was destroyed by fire October 22. The fire is thought to have started in the boiler room. There was 1,000 bushels of beans in the house, besides a quantity of baled hay and other merchandise, all of which was destroyed. There was \$3,000 insurance on the building and none on the stock. The net loss is placed at \$1,000.

A section of the cribbing on the east side of the Northwestern Elevator Co.'s house at Bathgate, N. D., gave way recently and allowed 1,500 bushels of flax to drop down on the roof of the driveway. The roof in turn gave way and the grain was piled up on the floor of the driveway. The damage was repaired without delay. The broken timbers showed signs of dry rot.

The Dominion Elevator Co.'s elevator at Popular Point, Man., collapsed October 22. This is the second house owned by this company to give way this year, their elevator at Ninga, Man., having collapsed on September 21, as reported in the last issue of this paper. It is possible that the company will only temporarily repair the wrecked house at Popular Point and wait until next year before building a new one.

Fire was discovered in the elevator of the Lehan Grain Co. of Dunlap, Ia., about 10 o'clock p. m. October 16 and resulted in the total destruction of the plant. A number of other buildings, including the Chicago & Northwestern freight house, were burned, as were several cars of coal. The loss to the Lehan Grain Co. is \$10,000, partially covered by insurance. There were 8,000 bushels of grain in the elevator, which will be rebuilt.

The Iowa Grain Co.'s elevator at Oelwein, Ia., was burned October 28. The fire is supposed to have started from spontaneous combustion or from sparks from a locomotive. The building was 40x190 feet and 60 feet high. It contained 25,000 bushels of oats. The loss is between \$8,000 and \$10,000, against which there is insurance of \$6,000. The company, of which Pease Bros. of Des Moines are principal owners, will rebuild at once.

The explosion of a lamp in the office of the Monarch Elevator Co.'s house at Benoit Station near Crookston, Minn., October 30, caused a fire which destroyed the entire plant including 3,000 bushels of grain. W. L. Baptie, the agent, was at work at his desk when the accident occurred and \$820 in cash lay on the desk before him. The explosion scattered burning oil over the desk and the money was burned before an effort could be made to save it.

Fire October 30 destroyed the Public Elevator at St. Joseph, Mo., owned by J. C. and J. H. Gregg. The origin of the fire is not known. The loss is estimated at \$35,300, with insurance of \$27,000. The house was 65 feet high and was built in 1892 to replace one that had been burned in October of that year. The fire was discovered by a workman who was passing the elevator at an early hour in the morning and when the fire department arrived the entire building was enveloped in flames. J. H.



Gregg states that they will rebuild at once on a larger scale, as the burned house was inadequate to handle the firm's business. The burned building had just been repaired and repainted at a cost of several hundred dollars.

The Barstow elevator at Ashton, Neb., owned by the Jaques Grain Co., of Lincoln, Neb., was destroyed by an incendiary fire November 6 and the elevator of E. G. Taylor was damaged. The fire was discovered in the Barstow Elevator about 11 o'clock p. m. and had such a start that nothing could be done to save the building. The Taylor house was found to be on fire shortly afterwards and by hard work was saved from destruction. A scoop shoveler in an adjoining town is believed to have been an incendiary.

The C. & C. Elevator at Spokane, Wash., a 40,000-bushel house, was burned November 1, with a loss of \$20,000, largely covered by insurance. An insufficient supply of water prevented the firemen from making a good fight to save the building. It contained about 20,000 bushels of wheat, owned by the Portland Flouring Mills Co., which leased the elevator. A flour storage warehouse adjoining was not damaged. The burned structure was owned by the Washington Water Power Co. and will probably be replaced by a steel storage tank house.

## CROP REPORTS

The corn crop of Vermont is the poorest ever known.

Delaware's corn crop is the largest in the history of the state.

Considerable corn in South Dakota has been spoiled by warm weather.

Thrashing in Montana was practically over October 31 and big yields of oats and barley are reported.

The wheat yield of California is placed at 600,000 tons or 22,000,000 bushels. This is about 300,000 tons, or 11,000,000 bushels below estimates made before harvest.

Secretary Smiley of the Kansas State Grain Dealers' Association says there will be 5,000,000 acres planted to wheat in that state this year, most of it being sown late.

George A. Wells, secretary of the Iowa Grain Dealers' Association, reports that the Iowa oats crop this year is 125,000,000 bushels. This is 9,000,000 bushels better than last year.

J. P. Harrison, former president of the Texas Grain Dealers' Association, says there will be a large increase in that state of both oats and wheat acreage, as compared with last year.

The secretary of the Texas Grain Dealers' Association says there will be a yield of about 8,000,000 bushels of wheat in Texas this year, and about the same quantity of oats. The corn crop is somewhat lighter than it was in 1901.

Corn husking in Nebraska is progressing rapidly and farmers report the quality much better than was anticipated. The final figures for the state are corn, 224,201,950 bushels; oats, 58,503,007; wheat, 60,216,670; rye, 11,797,123; barley, 2,152,522.

The Kansas corn crop is being harvested, but indications are that it will not be marketed for some time. The cribs of the west are empty, and until these are filled very little corn will be shipped. The same conditions exist in Nebraska and Missouri.

The last report of the Iowa Grain Dealers' Association places the oats crop at 121,745,017 bushels; wheat, 13,670,511 bushels; barley, 13,686,943 bushels; rye, 884,786 bushels; flax, 768,110 bushels. There will be 74 per cent of an average crop of marketable corn.

The Michigan state report, Nov. 11, places the wheat condition at 83, against 84 a year ago, and 86 two years ago. Early sown wheat is affected by fly. October showed a 20 per cent decrease in acreage sown. The corn yield is 25 bushels to the acre, but the quality is poor.

Some new Iowa corn coming to market is of excellent quality and shells much like old corn. The percentage of soft corn in the state is said to be not over half, but the fact that it is found in the same fields with the hard corn, and that farmers will not separate it, endangers the entire crop.

C. A. King & Co. says: "Some of the wise ones said the winter wheat area sown was fully as large as last fall. The official reports fail to show it, and they are better than most private guesses. Ohio report shows five per cent decrease. Missouri report showed eleven, and Michigan twenty per

cent decrease. Illinois will show decrease. Kansas is the most important, but has not made any official declaration. The government will make a report on area and condition in December."

H. V. Jones estimates the marketable surplus wheat crop of the Northwest at 75,000,000 bushels. Of this Minneapolis mills will require 50,000,000 bushels. This would leave 25,000,000 bushels, to which must be added 12,000,000 bushels now in country houses, making a total of 37,000,000 bushels for outside demand.

The Northwest Grain Dealers' Association places the total wheat crop of the Canadian West at 64,283,434 bushels, of which amount 50,243,722 bushels are allotted to Manitoba. The total yield of the four principal cereals, wheat, oats, barley and flax, is estimated at 127,524,790, of which 99,473,810 bushels were grown in Manitoba.

The Missouri state report says the damage to corn was not so great as feared. In a few localities the crop is reported damaged one-tenth to one-fourth, but as a rule the damage is comparatively slight. In a few of the northern and southwestern counties some corn on river bottoms has been damaged by floods. Gathering is now in progress and in some localities is well advanced. Wheat seeding, although delayed by wet weather, was generally completed in good shape. Some of the early sown has been attacked by fly.

The special Illinois crop bulletin issued October 31 says: "Corn matured rapidly after the first ten days of the month under the influence of the warm, dry weather, and the crop in general is in a very satisfactory condition. It is now being cribbed in all portions of the state. The wet weather of September and the fore part of October delayed fall plowing and seeding, and as a result the acreage of wheat and rye will be considerably reduced. Early sown wheat and rye are making a good, healthy growth. The Hessian fly has appeared in the central district and is causing some damage to wheat."

The Ohio state report says: Wheat seeding was very greatly prolonged by reason of unfavorable weather conditions. The great bulk of the wheat was late sown, but this may result in good by avoiding somewhat the ravages of fly. The area seeded is not up to a full average, but compares quite favorably with the amount seeded last year. Winter barley shows about an average area. The corn prospect is estimated at 83 per cent of an average. The area is about the same as last year, and until the unfavorable weather in September, there was prospect of a large crop of excellent corn, but conditions have been such that a great deal of the crop did not properly mature, and the husking shows that the corn must be carefully sorted for cribbing, there being much that is soft and unmerchantable while some has moulded in the shock. Clover seed is a very short crop, in many localities it is a failure on account of the midget in the head, and was mostly cut for hay.

The government report dated November 10 is in part as follows: The preliminary estimate of the average yield per acre of corn is 26.8 bushels, as compared with an average yield of 16.7 bushels in 1901, and a ten-year average of 23.4 bushels. The following table shows, for all states having one million acres or upward in corn, the preliminary estimates of average yield per acre in bushels, in 1902, with the final estimates for 1901 and the mean of the averages of the last ten years:

States.	1902.	1901.	Ten-year average.
Illinois	38.7	21.4	31.3
Iowa	32.0	25.0	30.6
Kansas	30.4	7.8	20.0
Nebraska	32.0	14.1	23.0
Missouri	39.0	10.1	25.4
Texas	8.1	11.6	18.5
Indiana	38.9	19.8	30.5
Georgia	9.0	10.0	10.6
Tennessee	21.0	14.2	20.7
Kentucky	27.0	15.6	24.6
Ohio	38.0	26.1	31.8
Alabama	8.4	10.9	12.9
North Carolina	14.2	12.0	12.6
Arkansas	20.9	8.1	17.3
Mississippi	11.5	10.9	14.4
Virginia	21.6	22.2	19.0
South Carolina	10.7	6.9	9.1
South Dakota	17.5	21.0	21.3
Oklahoma	25.8	7.3	...
Wisconsin	28.2	27.4	31.2
Pennsylvania	33.8	35.0	31.7
Minnesota	23.2	26.3	29.2
Louisiana	12.5	13.7	16.4
Michigan	26.1	34.5	30.8

The general average as to quality is 80.7 per cent, as compared with 73.7 per cent last year. It is estimated that about 1.9 per cent of the corn crop of 1901 was still in the hands of farmers on November 1, 1902, as compared with 4.5 per cent of the crop of 1900 in farmers' hands on November 1,

1901. The preliminary estimate of the average yield per acre of hay is 1.51 tons, against an average yield of 1.28 tons in 1901 and 1900 and a ten-year average of 1.29 tons. The present yield is, with the exception of 1898, the highest ever reported by the Department of Agriculture, and each of the eleven principal hay-producing states reports an average yield in excess of that of last year and also in excess of the ten-year average. The average as to quality is 85.7 per cent, against 91.3 per cent in November last.

## FOREIGN NEWS

The Liverpool Grain Storage Company will enlarge its capacity to 1,500,000 bushels.

All cereals, in natural or manufactured state, are on the free list of China's new tariff.

The failure of the grain crops in the Tornea Valley, threatens great distress to Northern Sweden.

The English revenue from a grain and flour tax is expected, at current rate of collection, to yield about \$15,000,000 annually.

The following are the new grain duties adopted for Switzerland: Cereals in natural state 30 centimes per 220.46 pounds. (Say 1-2-3 cents per bushel.)

A rice famine is imminent in the Philippines, and to relieve the distress the government has purchased 20,000 tons in India, etc., and is thus able to control prices and to prevent extortion.

The official report of the agricultural department of Argentina dated September 15, estimates the wheat crop of 1901-02 at 1,534,405 tons (56,261,500 bushels) and of linseed 365,035 tons. The corn yield was 2,134,165 tons.

Complete agricultural statistics for New Zealand for the year 1901-02 show only 167,474 acres planted to wheat, 33,055 to barley, and 605,432 to oats, while there were 567,775 acres under green crops and 33,950,805 to grass and pasture, on which were grazed 280,078 horses, 1,361,784 cattle, 224,024 hogs and 20,233,099 sheep.

The British consul at Nicolaieff, Russia, reports the conviction of a wheat exporter on a charge of fraudulently adulterating wheat loaded for export. The accused was sentenced to fifteen months' imprisonment and to loss of the particular rights and privileges of his class. The specific grain of the complaint was wheat exported to Rotterdam and when unloaded was found to contain from 25 to 30 per cent of "dirt and siftings." Linseed contained 26 per cent of dirt. The shipments were short also about 8 1/4 per cent.

The police inspector at Nicolaieff, Russia, has learned that an unscrupulous coterie of grain buyers in the hinterland tributary to that city, having discovered that a peculiar pebble which exists in large quantities near certain valleys closely resembles wheat or barley in form and color, have been using the gravel to adulterate wheat. The gravel was thus consumed by the wagon load. As much as 1,200,000 bushels of this grain is known to have been delivered at Nicolaieff. A 1 per cent mixture is allowable by law.

While Russia has been shipping heavily from the Black Sea from a record crop of wheat, reports received at St. Petersburg from local committees on agricultural depression are pessimistic in the extreme. According to the majority of the committees, no improvements in agriculture or in the economic life of the agricultural portion of the population are possible without the removal of the main hindrances to progress among which are the low plane of civilization and the legal status of the population, on the one hand, and land hunger, inequitable taxation and excessive protection of manufactures, on the other.

The new grain elevators at the Royal Victoria Docks, London, were opened for inspection on October 15. This is a storage house 128x44 feet, and 100 feet high, divided into 40 bins of 4,000 bushels' capacity each as well as 16 bins of 2,000 bushels' capacity each, making a total storage capacity of 192,000 bushels. Ultimately capacity for 640,000 bushels will be provided by a Dock Company. The grain is unloaded by a marine elevator of 3,700 bushels' capacity per hour. There are railway siding on the two sides of the house. The grain in the house is handled by belt conveyors; and otherwise the house has a modern equipment. The out grain is all sacked, the discharging capacity being 900 sacks per hour. Electric power is used.

Northern Iowa feeders are said to be already in the market for corn.



## HAY AND STRAW

Although England has a large hay crop this year, the quality of much of it is said to be poor.

Burns & Golden have opened a hay, flour and feed store in the Traymore block at Binghamton, N. Y.

The exports of hay from the port of Montreal for the week ending November 7, aggregated 29,380 bales, as against 12,541 bales for the corresponding week last year.

R. W. Scott, formerly a member of the firm of R. W. Scott & Co., dealers in flour, feed, etc., at Sioux City, Iowa, is engaging in the wholesale hay trade at that place.

At a meeting of the Manufacturers' Hay Press Association held at the Great Northern Hotel, Chicago, October 29, it is said that the price of baling presses were advanced.

Hay dealers who are getting 50 cents a ton commission under the rules of the Chicago Board of Trade for selling hay, are said to be agitating an advance to 75 cents a ton.

During the week ending November 7, 15,870 bales of hay were exported from the port of New York, as compared with 39,821 bales for the corresponding week last year.

The Wertz Milling Co. of Reading, Pa., has completed alterations to its hay and straw warehouse and now has what is said to be the largest hay storage capacity in the city.

Hosea B. Field, a hay and grain dealer of Vergennes, Vt., has filed a petition in bankruptcy with liabilities of \$4,234.92 and assets of \$1,469, of which \$272.25 is claimed as exempt.

J. Franklin Taylor, who has been doing a commission hay and feed business at Toledo, under the firm name of the J. Franklin Taylor Company, is reported missing with his accounts in bad order.

The Canadian hay trade is being handicapped by the lack of cars. The crops in Quebec and Eastern Ontario are ahead of that of Western Ontario, but there is probability of a scarcity of choice grades.

There are conflicting reports relative to Iowa hay. While some counties have little or no good hay others report a good second crop of timothy. There is plenty of hay that is dark and musty, but the really first class article is scarce.

The receipts of hay at San Francisco have been light for the past month, due in part to a scarcity of cars, but more particularly to the fact that owners of hay are holding for an advance. Export trade for the Hawaiian Islands is fairly active and some little hay is going coastwise. There is a continued inquiry for foreign shipment, but so far nothing but samples have been sent out. Fifteen dollars is the figure for gilt edge wheat hay, with other grades in proportion.

The order of the Interstate Commerce Commission in the hay classification case requiring railroads to obey the decree has not yet been served and the rate cannot be reduced to sixth class until after service of the order and compliance by the carriers. This is important and should be kept in mind in making or receiving shipments. The officers of the association advise that the payment for all freight on hay and straw be made under protest and that freight agents be requested to make note of the fact that the freight paid was paid under those circumstances. Shippers are advised to protest against fifth class rates when inserted in the bill of lading.

### REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending October 18 sales of choice timothy ranged at \$13.00@14.00; No. 1, \$11.50@13.50; No. 2, \$11.50@12.50; not graded, \$9.00@12.50; No. 1 clover mixed, \$10.50@11.00. Choice prairie, \$13.00@13.50; No. 1, \$11.00@12.75; not graded, \$11.00@13.00. Rye straw sold at \$7.00@7.75 and oat straw at \$5.50. The receipts for the week were 3,735 tons, against 2,694 tons for the previous week. Shipments for the week were 204 tons, against 134 tons for the previous week. The market for timothy hay ruled dull during the week, with prices declining about 50 cents per ton. Prairie hay was firm and market without particular change.

During the week ending October 25 sales of choice timothy ranged at \$13.00@13.50; No. 1, \$11.50@12.50; No. 2, \$10.50@12.00; not graded,

\$8.00@12.00; choice prairie, \$12.00@13.50; No. 1, \$11.00@12.50; No. 2, \$10.00; not graded, \$9.00@12.50. Rye straw sold at \$6.25@8.50. The receipts for the week were 4,659 tons, against 3,735 tons for the previous week. Shipments for the week were 135 tons, against 204 tons for the previous week. The arrivals of timothy hay were large with no shipping inquiry and a slight decline in prices. Prairie hay was also dull and prices declined 50 cents at \$1.50 per ton.

During the week ending November 1, sales of choice timothy ranged at \$12.50@13.00; No. 1, \$11.50@12.50; No. 2, \$10.50@11.75; not graded, \$9.00@13.00; choice prairie, \$12.00@12.50; No. 1, \$11.00@12.00; No. 2, \$9.00@10.00; No. 3, \$8.00@9.00; not graded, \$8.50@12.00. Rye straw sold at \$6.00 for damaged and \$7.50@9.00 for good to choice; wheat straw at \$5.00@5.50; and oat straw \$5.00@5.25. The receipts for the week were 4,412 tons, against 4,659 tons for the previous week. Shipments for the week were 162 tons, against 135 tons for the previous week. The market for all grades of hay ruled dull during the early part of the week. The offerings were liberal and only a fair local demand existed. Prices ruled weak, but not particularly low.

During the week ending November 8 sales of choice timothy ranged at \$12.50@13.00; No. 1, \$12.00@12.50; No. 2, \$10.50@11.50; No. 3, \$9.50; not graded, \$6.00@12.50; threshed, \$8.00; choice prairie, \$10.50@12.00; No. 1, \$10.50@11.50; No. 2, \$8.75@10.00; No. 3, \$9.00; No. 4, \$6.00; not graded, \$9.00@12.00. Rye straw sold at \$6.50@8.50. The receipts for the week were 4,089 tons, against 4,112 tons for the previous week. Shipments for the week were 207 tons, against 162 tons for the previous week. Timothy hay was quiet the first of the week, but more active the latter half when the arrivals became somewhat smaller. The local inquiry for prairie hay was rather light and the receipts were liberal with no material change in prices.

## OBITUARY

Harry C. Miller, the oldest grain man in the west, died suddenly October 19, at Omaha.

Norman Lewis of Thompson, Ill., a well-known grain buyer, died October 22. He was a veteran of the Civil War.

Arthur B. Preston, manager of the Winter & Ames Co.'s elevator at Kempton, N. D., was killed recently in the elevator of which he was in charge.

George W. Townsend, a well-known grain dealer of Buffalo, N. Y., died at his home in that city October 24. He leaves a wife, three sisters and a brother.

W. R. Reynolds, one of the founders of the firm of Reynolds Bros., grain, Toledo, died at Jackson, Mich., recently, aged 84 years. The deceased was father of C. L. Reynolds and a brother of Col. S. C. Reynolds.

B. F. Barge, of Mauch Chunk, Pa., a retired grain and lumber merchant, died at Mannheim, Germany, October 30, aged 70 years. Mr. Barge was in Germany for his health. He was a bachelor, but is survived by two sisters.

Charles H. Thayer, who had been a resident of Chicago for 28 years, died October 23, aged 87 years. Before coming to Chicago, Mr. Thayer was in the grain forwarding business at Buffalo. A widow, three sons and a daughter survive.

R. C. Burdick, a veteran grain merchant of St. Paul, died October 13, after an illness of several months. Mr. Burdick was 69 years old and had been a resident of St. Paul since 1856. He was the first Chief Grain Inspector of Minnesota and up to a year ago was connected with the state grain inspection department.

Harvey Lillie, agent at David City, Neb., for the Nye & Schneider Co., was shot by burglars and killed early on the morning of October 24. Mr. Lillie was in bed when the burglars entered his room and from the position of the body when found it was evident that he was trying to get out of bed in order to fight the intruders. He was shot through the head. Mr. Lillie was 38 years old and was a well-known grain man.

Alonzo Godard, a pioneer grain man of Toledo, died October 20 at the Toledo hospital. Mr. Godard was 80 years old and death was due to the general breaking down of the system. Mr. Godard had been a familiar figure in business circles of Toledo for the past 40 years, and had been identified with the grain trade. In the days when the Miami & Erie canal was in its prime and was the great grain route, he controlled a fleet of over two hundred canal boats. Although long since out of

the business, he had been a welcome visitor on the Produce Exchange, which he visited daily for a look at the market.

Marcus Simpson, manager of the Portland Linseed Oil Works, died October 25 of heart failure. Mr. Simpson was born in Ireland in 1840 and came to America at the age of seventeen. He located in Chicago, where he engaged in the paint and oil trade. In 1875 he moved to Burlington, Ia., and in 1880 entered into partnership with F. B. Jaggard in the linseed oil business. Later the Burlington Linseed Oil Co. was incorporated and Mr. Simpson was elected secretary, treasurer and general manager. Three years ago he removed to Portland, Ore., taking charge of the National Linseed Oil Co.'s interests at that place. He leaves a widow.

## BARLEY AND MALT

Farmers of South Dakota are being advised to plant barley next season.

A. Peckham has opened a warehouse at Deansville, Wis., and is buying barley.

Frank Mead has taken charge of the Wisconsin Malt and Grain Co.'s elevator at Appleton, Wis.

The American Malting Co.'s elevator and warehouse at Dover, Minn., were slightly damaged by fire recently. The volunteer fire department succeeded in saving the buildings by prompt work.

The Saladin Pneumatic Malting Construction Co. of Chicago has incorporated with a capital stock of \$5,000 for the purpose of erecting and equipping malting establishments. The incorporators are George Plamondon, Cecilia B. Plamondon and Chas. A. Plamondon.

Shipments of barley from Tacoma, Wash., to Europe are expected to show a substantial gain over last year. The French bark General de Lonis and the British ship Angerona have both cleared with part cargoes of barley and other shipments are expected to follow. But one cargo, consisting of 97,346 bushels, was sent forward from that port last season.

A leading Columbia county, Wash., grain raiser says that 75 per cent of that county's barley crop has been sold and moved. The crop was approximately 1,600,000 bushels and of this 1,200,000 bushels was sold at from 77½ to 82½ cents. A big pool of 200,000 sacks sold at Dayton recently at 77½ cents started an active market and is claimed to be the largest single sale of barley ever made in the county.

The October report of the Cincinnati Chamber of Commerce states that the receipts of barley were 230,543 bushels, as compared with receipts of 162,316 bushels for the same month last year. The shipments amounted to 287 bushels, as compared with 291 bushels for the preceding October. The receipts of malt aggregated 62,857 bushels for October, 1902, as compared with 69,793 bushels for October, 1901. The shipments of malt were 24,310 bushels, as compared with 39,452 bushels.

The Crop Reporter says shipments of barley from Pacific ports, in response to rapidly increasing foreign demands, have resulted in such appreciation of the price of this grain as to render its growing in the Pacific Coast States more profitable than that of other cereals. During the year ending June 30, 1902, more barley was shipped to foreign ports from California than in any previous year; and the demand since the date named has been so heavy and urgent as to result in the sale of the entire available supply at greatly enhanced prices. The following figures, furnished by the secretary of the San Francisco Merchants' Exchange, show the shipments of barley by sea from California, in centals, for the years ending June 30, 1892 to 1902, inclusive: 1892, 1,129,416; 1893, 1,894,330; 1894, 1,462,690; 1895, 699,958; 1896, 2,265,665; 1897, 3,660,177; 1898, 3,290,479; 1899, 461,333; 1900, 4,003,136; 1901, 2,119,292; 1902, 4,381,682.

The Bullen malting plant of the American Malting Company, at Illinois and Pine streets, Chicago, was damaged by fire on the morning of October 31. The fire originated in the dryhouse and was discovered by one of the employees, who gave the alarm. When the department arrived the firemen could not enter the burning building owing to the smoke and heat. A call for more engines was sent in and soon three fire tugs and twenty engines were pouring tons of water on the blaze. While the fire was at its height a number of explosions occurred. About a score of men were at work in the building when the fire broke out, but all escaped without injury. The first estimate of the loss was placed at \$100,000, but it is now evident that these figures are too high. The damaged grain is now being



dried and is coming through well. The indications are that the loss to specific insurance will not be over 30 per cent and 2 per cent on the schedule insurance.

The yields of foreign barleys experimented with by the Manhattan Malting Company of Bozeman, Mont., during the past season were as follows: Pilson barley, from Austria, 58½ bushels per acre. Hanna barley, from Hungary, 62½ bushels per acre. Bohemian brewing barley, 59 bushels per acre. Frankish brewing barley, from Bavaria, 60 bushels per acre. Of these four barleys, the Hanna barley is by far the most promising; it headed out two weeks before the other varieties, and ripened earlier by the same length of time. The malting qualities of the barleys are now being tested.

#### IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
September, 1901 .....	120	\$	111
September, 1902 .....	1		1
Nine mo. end. Sept., 1901.....	5,499		2,554
Nine mo. end. Sept., 1902.....	5,333		3,141

Exports—			
September, 1901 .....	1,860,660		819,826
September, 1902 .....	2,171,823		1,153,888
Nine mo. end. Sept., 1901.....	4,443,978		1,991,838
Nine mo. end. Sept., 1902.....	5,674,916		2,910,773

BARLEY AND MALT.			
Imports—			
September, 1901 .....	225		203
September, 1902 .....	681		916
Nine mo. end. Sept., 1901.....	2,866		2,774
Nine mo. end. Sept., 1902.....	3,086		3,585

Exports—			
September, 1901 .....	20,554		13,485
September, 1902 .....	27,958		20,450
Nine mo. end. Sept., 1901.....	288,247		195,134
Nine mo. end. Sept., 1902.....	317,098		213,954

## TRANSPORTATION

Grain shippers are not bidding for room at Chicago at the present time and rates are not quotable.

The steamer Captain Thomas Wilson arrived at Buffalo recently with 230,000 bushels of wheat from Fort William.

A car service bureau has been established at Winnipeg. The office is a joint one and represents both railroads.

The Carberry (Man.) Board of Trade recently sent an urgent request to the C., P. R. R. for additional grain cars.

Vesselmen say the season for the lake carrier will be closed before corn is ready to be moved in large quantities.

President Cassatt and other officials of the Pennsylvania Railroad, recently visited the proposed new harbor at Erie, Pa.

The C., P. R. R. has notified grain shippers that certain series of cars may hereafter be loaded to 10 per cent above stenciled capacity.

Flour rates from San Francisco to Central and South American ports have been advanced \$1 per ton by the Pacific Mail Steamship Co.

It is possible that grain rates from Chicago east may be advanced after the close of navigation. The grain movement will undoubtedly be heavy.

Line boats are out of the market for grain loads from Chicago, as they have all the package freight they can carry east between now and the close of navigation.

The demoralized grain rates on the Pacific Coast are being reflected in the higher carrying charges for merchandise from England, Germany and Belgium to this country.

During the month of October nearly 45,000 cars were handled at the head of the lakes. This is 5,000 more than for any previous month in the history of the Lake Superior Car Service Association.

The shipments of grain from Fort William and Port Arthur for the crop year of 1901 from September 1, 1901, to August 31, 1902, totaled 30,903,040 bushels, divided as follows: Wheat, 29,754,574; oats, 1,085,555; barley, 52,185; flax, 10,726.

Dock facilities are being provided at South Boston for handling the export business of the new transatlantic service between Boston and Manchester. The new ocean line will depend largely upon the export trade of the west for the bulk of its business. Grain and meat products from Chicago

will be shipped direct to Newburg, N. Y. At this point the freight will be shipped to Boston over a new line of railroad.

Shipments of wheat from Montreal from the opening of navigation to October 1, aggregated 13,688,000 bushels as against 10,713,000 bushels for the corresponding period in 1901. Oats and corn shipments for the same period were below those of last year.

While there is no general car famine shippers in some sections are being hampered by the lack of an adequate supply. It is said that some of the roads are patching up old cars that had been withdrawn from service and putting them into commission to carry grain.

Shippers of grain at Duluth and Fort William are taking tonnage pretty freely, and several vessels are under charter to load this week. The rate on wheat is 2½ cents to load the latter part of the month. Last trip and storage cargoes at Buffalo are 3 cents bid on wheat.

For the first 35 weeks of the current year the shipments of grain from Chicago and Chicago points did not compare favorably with those of the corresponding period last year. The weekly average for this year has been 1,423,000 bushels, compared with 2,235,000 bushels last year.

One result of the importations of coal has been to demoralize rates on grain for transatlantic shipment from New York. Although there is a large amount of tonnage offering at "any old rate" very little room has been engaged up to November 30. This is, of course, due to the late corn crop.

It is said to be doubtful if more than 11,000,000 bushels of wheat will be received at Port Arthur and Fort William before the close of navigation. It was expected that fully 20,000,000 bushels would be handled out of western Canada via these ports this fall. The trouble is not alone with rolling stock but with terminal elevator facilities as well.

New rates on wheat and corn from points on the Burlington, Cedar Rapids and Northern to Milwaukee went into effect November 1, and at the same time it was announced that the same rates would be made by the Milwaukee and Northwestern roads. When the Rock Island took over the B., C., R. & N., some time ago, the Milwaukee rates were cancelled.

The reconsignment charge of \$2 per car on grain at St. Louis is still the most important feature of the situation in that market. The original order of the Missouri Railroad and Warehouse Commissioners placed a charge of \$2 per car on grain received at St. Louis, Kansas City or St. Joseph and reconsigned by a second road. Where deliveries were made on the road where the shipment originated no charge was made. The order became effective October 20. Prior to this, however, the St. Louis Traffic Bureau had entered a protest and the commissioners granted a rebate of the charge where the grain was delivered to elevators and mills in that city without reference to how many roads handled the grain. Now the superintendent of the Southwestern Transportation Bureau reports to the Trunk Line Association that he is unable to enforce the latter order and this is where the matter rests at present. In Kansas City and St. Joseph the charge is also bitterly protested.

Tyng, Hall & Co. handled on October 31 the first car of No. 3 corn of the new crop that has put in an appearance at Peoria.



Will "She" [Manitoba] undersell us as she did a year ago? She has lots of wheat this year.—Zahm's Circular.

## FLAXSEED

Minneapolis linseed oil manufacturers are now operating on the new crop.

J. T. King is installing a flax cleaning plant in his elevator at Port Arthur.

The exports of flax to November 1 were approximately 3,350,000 bushels.

A new flax cleaner has been installed in St. Anthony and Duluth Elevator at Conway, N. D.

The Seebach Elevator at Red Wing, Minn., has been purchased by the owners of the new linseed oil mill.

The steamer C. B. Lockwood, with 109,000 bushels of flaxseed, foundered off Ashtabula harbor, Lake Erie, October 13.

The first of this year's flax was received at Chicago October 20, when the steamer Alexander Nimick brought 102,000 bushels.

Joseph A. Dean of the Dean Linseed Oil Company, Minneapolis, and formerly vice-president of the American Linseed Company, is dead.

The Russian flaxseed crop is a fair one this year, being considerably larger than that of last year, which was about the smallest on record.

While it is admitted that the flax crop of North Dakota has been disappointing, the quality of the yield is generally good, a fair proportion grading No. 1.

The Daniels Linseed Co., recently incorporated with a capital stock of \$250,000, will erect a mill at St. Paul, Minn. J. W. Daniels, a linseed oil crusher of Cleveland, Ohio, is head of the company and part of the machinery of the Ohio mill will be moved to St. Paul.

During the two years just passed Minneapolis has advanced considerably as a manufacturing point for linseed oil, says the Commercial Bulletin. With the new Daniels mills, it will have 137 presses in active operation, as follows: American Linseed Co. 58 active, Midland 40, Minnesota 10, Northern 10 and Daniels 21. Chicago has 96 presses actively operated, besides the new process mill at South Chicago.

The position of Duluth as the leading flax market of the world seems to be firmly established. During the month of October the receipts were exceptionally large and the trading on the Superior and Duluth boards of trade has been largely in flax, wheat at times seeming to be of secondary importance. There is no question but what flax receipts at the head of the lakes this year will largely exceed those of last.

From 25,000,000 bushels to 30,000,000 bushels is the present estimate of the flax crop of this country. The Argentine crop is expected to be a large one and the exportable surplus will probably be about 20,000,000 bushels. Prospects for a big crop in India are bright, but the chances for changes in the situation between now and harvest, February to April, are great. In the oil field the independent crushers are said to be doing an increased trade.

According to the Buenos Ayres Standard of September 28 the Argentine flax situation is promising. Flax seed suffered somewhat, but has since recovered, and the acreage under wheat and flax seed is bigger than in any previous season, which points to the probability of a record harvest. It will be remembered that last year the harvest was a disappointment all over the republic except in the province of Buenos Ayres. This season Santa Fe, Cordoba, Entre Rios, and Buenos Ayres are all subjects for the most sanguine hopes.

The Commercial Bulletin of Duluth prints the following detailed statement of the movement of flax to November 1:

	Duluth	Min'n's	Tot. 1902	Tot. 1901
August.....	56,000	142,000	198,000	608,000
September.....	1,691,000	1,411,000	3,102,000	1,206,000
October.....	6,710,000	1,732,000	8,442,000	5,619,000
Total.....	8,457,000	3,285,000	11,742,000	7,618,000

Chicago receipts on the crop total 1,740,000 bushels, of which about 700,000 originated at Minneapolis, Duluth also receiving 425,000 from Minneapolis, making a total duplication of 1,125,000 bushels, leaving total net receipts at 12,357,000 bushels. The movement for the corresponding months in 1900 was 7,192,000 bushels and in 1899 it amounted to 7,803,000 bushels.

The Chicago Board of Trade directors, on November 12, suspended W. H. Jordan indefinitely because of creditors' claims against him.



## PERSONAL

F. J. Coombes has removed from Hamiota, Man., to Brandon, Man.

Charles Lane has taken charge of the elevator at Courtland, Kan.

Percy Lyon has taken charge of the elevator and lumber yard at Glasgow, Ia.

C. V. Morris is in charge of the Diamond Grain Co.'s interests at Fernald, Ia.

A Mr. Terry has taken the management of the elevator at Valley Junction, Wis.

N. E. Jones has taken charge of the Neola Elevator Co.'s house at Aspinwall, Ia.

C. A. Johnson of Galesburg, Ia., will have charge of the new elevator at Ft. Madison, Ia.

Willard A. Fischel, a Liverpool grain broker, has been visiting the Pacific coast recently.

H. Hine has succeeded Mr. Brown as manager of the Thorpe Elevator at Litchfield, Minn.

Iver Lockrem resigned as manager of the Northern Grain Co.'s interests at Joice, Ia., November 1.

Chas. Johnson has taken the management of W. N. Potter & Sons' grain and coal business at Erving, Mass.

Emil Engelhorn will manage the elevator at Harness, Ill., recently leased by Gumel Brower of San Jose, Ill.

Joseph Reynolds of Irwin, Ia., has been engaged by the Neola Elevator Co. to run the house at Bayard, Ia.

Arthur Graham of Carroll, Ia., has taken the management of the Neola Elevator Co.'s elevator at Jamaica, Ia.

O. Bunnely of Leroy, Ill., has succeeded Mr. Cranch as agent for Carrington, Patton & Co., at Monarch, Ill.

E. Pfarrius, a grain exporter of New York, and M. Durenheimer, an importer of Antwerp, were in Duluth recently.

John C. Smith has taken charge of the Sarnia Elevator at Port Huron, Mich., succeeding Lewis H. Robinson, deceased.

Henry Doughters, agent for the St. Anthony and Dakota Elevator Co. at Leyden, N. D., had one of his hands badly crushed recently.

Frank Luckman, with Logan & Bryan of the Chicago Board of Trade, lost a valuable diamond ring in the lavatory of one of the hotels recently.

Edwin Semling has closed the Grandin Farm Elevator at Hague, N. D., and has taken charge of the Minneapolis and Northern Elevator at Moorhead, Minn.

C. F. Walhs, who has been in the Weare Commission Co.'s office at Galesburg, Ill., has gone to Burlington, Ia., to manage the company's office at that place.

Hans Anderson has taken charge of the Minnesota and Northern Elevator at Kennedy, Minn., succeeding J. C. Jensen, who has been transferred to Wilmar, Minn.

R. A. Rogers, who has been in charge of the grain and feed store of the Northern Supply Co. at Woodville, N. H., for eight years, has been succeeded by Geo. H. Snow.

The Peavey Elevator Co. has started up its house at Onaga, Kan., with Wm. Vogelgesang in charge. The house had been closed for a year and before being started was thoroughly overhauled.

H. W. Riley, for the past ten years in charge of the Wabash Elevator at Tolono, Ill., resigned November 1 to succeed E. B. Armstrong as manager of the Central Elevator at that place for Carrington, Patton & Co.

Wm. G. Heathfield of the firm of Heathfield & Washburn, dealers in grain and mill-feed at Buffalo, N. Y., was painfully injured in a runaway accident at Oxford, Ind., where he was on a business trip. Mr. Heathfield suffered a compound fracture of the right arm near the shoulder and broke the bones of his left hand between the base of the fingers and the wrist.

J. R. Flaughter, who has been in charge of the Peavey interests at West Superior, Wis., for eight years, has resigned and will spend the winter in California. On account of his age Mr. Flaughter has refused to consider resuming his old position, and it is said he will be the first one to be put upon the pension list, as provided in the will of the late millionaire. Mr. Flaughter had been with Mr.

Peavey for over twenty years, and was a personal friend of the latter.

J. Z. Ferguson, Assistant General Passenger Agent, and Frank P. Eyman, Assistant General Freight Agent of the Chicago & North-Western Railway Co., were the recipients early in the month of a valuable present each, as an expression of appreciation for their work and courtesy in transporting the Chicago Board of Trade delegation to the annual meeting of the Grain Dealers' National Association at Peoria, Ill., the Board of Trade committee on transportation, and also on the presentation of the gifts in behalf of the Board of Trade were H. H. Peters of Bartlett, Frazier & Co., W. N. Eckhardt of Pope, Eckhardt & Co. and M. Lederer.

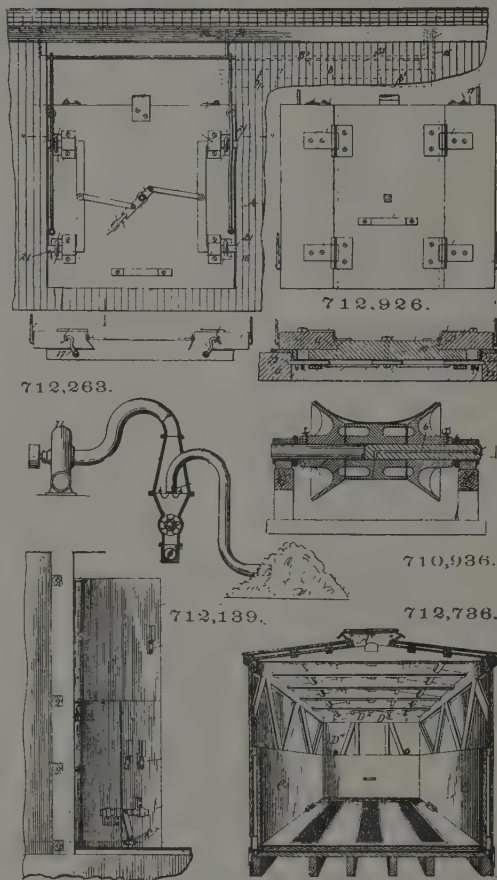
## LATE PATENTS

Issued on October 14, 1902.

Roller Support for Conveyor Belts.—Earle C. Bacon, New York, N. Y. Filed Feb. 26, 1902. No. 710,936. See cut.

Issued on October 28, 1902.

Grain Car Door.—Robert C. Johnson, Chicago, Ill. Filed Dec. 30, 1901. No. 712,139. See cut.



Cottonseed Separator and Cleaner.—Wm. O. Coleman, Centerville, Mass., assignor to Julia C. Coleman, same place. Filed Feb. 15, 1902. No. 712,263. See cut.

Issued on November 4, 1902.

Grain Car Door.—Geo. R. Grigg, Coffeyville, Kan. Filed June 21, 1902. No. 712,926. See cut.

Grain Bin for Cars.—Wm. R. Smith, Topeka, Kan., assignor of one-fifth to J. Ralph Schnebly, Topeka, Kan. Filed April 14, 1902. No. 712,736. See cut.

## OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests, during the month.]

A. F. Black, Dallas, Ill.  
A. C. Kaiser, Centralia, Ill.  
A. L. Hawley, Quincy, Mich.  
Jno. Bickhart, Seymour, Wis.  
E. E. Thomas, Stillwater, Okla.  
M. E. Weimer, of Weimer & Son, Rosemond, Ohio.

## THE EXCHANGES

A committee of the Chicago Board of Trade examined the wheat in the public elevators and found that the quantity held on Oct. 27 corresponded with the outstanding warehouse receipts.

The Milwaukee Chamber of Commerce has made regular the Pabst Brewing Co.'s Elevator B, after recommending that its handling capacity be increased from 4,000 to at least 8,000 bushels per hour.

E. B. Hadden of the Hadden-Rodee Co., grain commission merchants, has been suspended from the Milwaukee Chamber of Commerce for three months for uncommercial conduct. He was found guilty of making a cross trade last June.

Brokers of feed and millstuffs are asking the directors of the Minneapolis Chamber of Commerce to construct for them a small pit in one corner of the new exchange room. They claim that their business is of such proportions as to warrant this.

The violation of rules committee of the Chicago Board of Trade, after hearing the opinion of its counsel, Mr. Robbins, reaffirmed its decision that a member of the Board of Trade cannot, under the commission rule, accept a salary from one member and a brokerage from another.

The annual meeting of the Minneapolis Chamber of Commerce was held on Oct. 16. James Marshall was installed as president. The address of John Washburn, the retiring president, urged the suppression of the bucket shop. He also strongly favored reciprocity with Canada. The directors re-elected G. D. Rogers as secretary, J. H. McNery as assistant secretary and J. L. Tracy as a director to fill the vacancy caused by the retirement of John Washburn.

The directors of the Chicago Board of Trade have suspended Robert H. Thorburn, of the firm of Waite, Thorburn & Co., from membership for one year. The action was based on the report of the special committee, headed by T. C. Edwards. Mr. Thorburn's trouble arises from a deal by which he sold Harris, Gates & Co. 1,200,000 bushels of corn for July delivery. He defaulted on part of the delivery, and Harris, Gates & Co. claimed \$38,000, which Thorburn could not pay, and the case was taken before the directors. Thorburn's action in taking out injunctions at the close of the July oats deal was also declared uncommercial.

The directors of the Chicago Board of Trade have adopted the following: "Resolved, That advertisements inserted, or caused to be inserted, in the public journals, by members of this board, pretending to predict the course of the markets or describing plans or schemes more or less plausible and sensational by which money may be made, are devoid of any commercial character whatsoever and are injurious to the good name and dignity of this association. Resolved, That it is the sense of this directory that such advertisements are unbecoming a member of this board, and are deemed dishonorable conduct within the meaning of section 9 of rule IV. of the rules of the Board of Trade of the City of Chicago."

Ex-Vice President W. E. McHenry of the Chicago Board of Trade was expelled by the directors on Nov. 11 on the charge of uncommercial conduct. A customer of McHenry testified that margins had been called and paid long after a trade had been in fact closed on the pretense the trade was still being carried. Only a few hundred dollars were involved. Mr. McHenry appeared in his defense and said the irregularity had occurred after a severe illness, and during his absence from his business. McHenry was for twenty years one of the prominent figures of the Chicago exchange, and was conspicuous in all the exciting incidents of the '70s and '80s. He ran the wheat deal which made Handy of Cincinnati rich, and his firm, Preston & Handy, managed the first great "corner" which turned the head of Harper of the Fidelity Bank of Cincinnati. Although a man of very small stature, McHenry was famous as a pit trader. He represented Armour in many of his great operations. About a year ago McHenry suffered an attack of apoplexy and was unconscious for weeks. He never fully recovered from the failure which followed the bad faith of the Cincinnati bank wrecker, Harper. He acted as expert for the Treasury Department when the war tax was on bucket-shops and board of trade transactions was in effect.

The broom corn crop turns out a normal one, reaching 39,749,500 pounds, against 37,150,000 pounds in 1901. Of this quantity Illinois, in 1902, produced 18,105,000 pounds and Kansas 15,190,500 pounds. The price ranges between \$75 and \$85 per ton.



## SEEDS

Dery, Son & Co., seed dealers of Montreal, Que., have registered.

Very little Illinois corn will be fit for seeding purposes this year.

A building at Estherville, Ia., to be occupied by Lathrop & Leshner, as a wholesale seed house, has been completed.

The seed fair, which is now an established institution in Canada, is said to be bringing about great seed improvement in the provinces.

The Morse Seed Company of Gilroy, Cal., has secured an additional tract of 800 acres near that town and will extend its seed growing operations.

R. W. Jessup of Beaumont, Texas, writes C. A. King & Co. of Toledo that he has a device for separating buckhorn from clover seed. The separation is said to be nearly perfect.

W. W. Rawson, who has been in the seed business at Boston, Mass., for many years, under the firm name of W. W. Rawson & Co., has admitted his son, Herbert W. Rawson, to partnership.

Experiments of the Division on Botany, United States Agricultural Bureau, with American and European clovers under similar growing conditions showed results very favorable to the American varieties.

The Merriam & Holmquist Company of Omaha, Neb., has been incorporated with a capital stock of \$200,000 to deal in seeds and grain. The incorporators are Nathan Merriam, James W. Holmquist and Olaf Holmquist.

J. M. Perkins has merged his seed business at Winnipeg, Man., with that of the Steele-Briggs Seed Co., Ltd., of Toronto, Ont. Mr. Perkins will continue to manage the Winnipeg house in conjunction with E. F. Crossland.

Iowa will be short on seed corn for next season. The general claim is that the continued wet weather prevented the corn maturing before the early frost caused enough damage to make the selection of good ears for seed a difficult matter.

Berseem, or "Egyptian clover," is being introduced in this country by the Department of Agriculture. It is thought that the grass will be a good crop for the irrigated and orchard lands of California and Texas, as well as the Colorado desert.

Foreign advices indicate a short crop of red clover both in England and on the continent. The Russian crop is about 25 per cent short. The French crop is also short, while Germany is said to be buying large quantities of clover and alsike in the English market.

A Minnesota farmer has been experimenting for the past four years with the native corn of the Indians of that state and has succeeded in developing and improving the grain to such an extent that the past season's crop is said to be a very fine variety of flint corn. He has proved that a few years of proper cultivation will develop the native corn to a point where it becomes a profitable crop.

It has been frequently asserted that the province of Quebec was a dumping ground for the screenings from Ontario grown grass and clover seeds, but an examination by the Seed Laboratory at Ottawa of samples of red clover, alsike and timothy seed found in the Quebec market does not bear out the statement. Although the amount of impurities found in several samples excites suspicion it would be impossible to say that there has been any wilful adulteration of seed.

Professor Holden and assistants in the department of agronomy at State College, Ames, Ia., are interesting themselves in the subject of seed corn and are asking the co-operation of every corn grower of the state in the work of improving the methods of seed corn cultivation. Professor Holden said in a recent circular: "Good seed corn will increase the yield per acre five to twenty bushels. Hence the importance this year of taking unusual care in selecting and storing the seed corn which is to be used next spring in the fields of Iowa."

A Hamburg, Germany, seed dealer informs C. A. King & Co. of Toledo that one of the most important botanical laboratories of that country has, since the year 1898, been carrying out on various estates a series of practical trials with regard to the properties of growth possessed by various species of red clover emanating from the most divergent sources imaginable, and the experiments in question have ended in a most surprising result. It must be explained that until now the American clover has always been considered a product of

absolutely inferior value in comparison with the German article, and in consequence of this general opinion numerous warnings have been issued against the cultivation of the foreign clover. The experiments, however, of various kinds, which have lately been conducted, have brought to light the fact that the American qualities yielded considerably larger crops than German sorts, so that it may be assumed that red clover varieties of American origin are as a matter of fact exceedingly well adapted to the conditions of agriculture prevailing in Germany, and are even to be preferred to many other species, especially with reference to their capacity of resisting the rigors of winter.

Starch is made in this country of corn and potatoes chiefly, 76.3 per cent of the total product being from corn and 14 from potatoes. There are 124 factories which made the census year 297,800,000 pounds, valued at \$11,671,567. The ten leading states in the industry are New York, Indiana, Ohio, Iowa, Michigan, Connecticut, Massachusetts, Maine, Minnesota and Illinois. Maine leads as a manufacturer of potato starch, with Minnesota and Wisconsin in succession. In the year named 237,141,445 pounds of potatoes were used to make 33,941,826 pounds of starch.

W. H. Walker, a farmer of Habersham County, Ga., on October 11 shipped to Macon, Ga., a box of corn for exhibit in the Southern Railway's exposition of southern products and industries, held in connection with the National Farmers' Congress in Macon. The box was 20 feet long, and the dozen stalks within were, by actual measurement, 18 feet 2 inches long, and near roots averaged 2 inches in diameter. There were several ears of corn on the stalks that measured 18 inches in circumference. Several of the ears weighed three pounds each. This sounds like a true Kansas real estate man's toot.

## Miscellaneous & Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### WANTED.

One stand of corrugated rolls.

BOX E-326, Galveston, Ind.

### GRAIN WANTED.

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

### GASOLINE ENGINES.

Gasoline engines for sale or exchange for Minnesota or Dakota lands. Address  
McDONALD, 36 W. Randolph St., Chicago.

### WANTED, SOFT WINTER WHEAT.

We want to correspond with shippers of winter wheat from points on the B. & O. Ry. in Indiana and Ohio.

HARMONY MILLING CO., Harmony, Butler Co., Pa.

### I CAN SELL YOUR BUSINESS.

No matter where it is. Send description, state price and learn how. Established '96. Highest references. Offices in 14 cities.

W. M. OSTRANDER, 1550 North American Bldg., Philadelphia.

### WANTED.

Well located elevator property for improved Iowa farm. Wish to engage in business and will trade on right basis. Give full particulars first letter. Address

IOWA, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### SITES FOR GRAIN ELEVATORS.

Sites for grain elevators can be secured on the line of the Belt Railway of Chicago, known as the "Inner Belt." Industries on The Belt have the advantage of competitive rates, ample car supply and quick movement of cars. For further information address

B. THOMAS, President and General Manager, Room 15, Dearborn Station, Chicago.

### NO MORE MUSTY CORN.

Use Beale's Adjustable Corn Crib Ventilators. Allows you to build cribs 16 to 24 feet wide. Saves 30 per cent in building material. No more musty corn. Write to

N. S. BEALE, Tama, Iowa.

### USE THE BEST.

Snare advertisers who want results use the columns of the "American Elevator and Grain Trade." Its twenty years' acquaintance with the grain dealers of the country makes it a paying medium for its patrons.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FOR SALE.

Two Smith Lift Dumps, almost new. Will sell for reasonable price.

MATTOON ELEVATOR CO., Mattoon, Ill.

### FOR SALE.

Three new wood boots 18x14 pulley, one new wood boot, 18x13 pulley.

B. S. CONSTANT CO., Bloomington, Ill.

### POWER.

For sale, Corliss Engines, good as new.

Contracts for entire steam installations.

Old plants taken in exchange or bought outright.

THE BONUS CO., 167 Lake st., Chicago.

### SEED CLEANER FOR SALE.

A No. 6 Monitor seed cleaner, made in Silver Creek, N. Y.; in first-class condition. Having gone out of the seed business we want to dispose of same.

PARR & JOHNSTON, 219 South St., Baltimore, Md.

### ELEVATOR FOR SALE.

Elevator and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bushels; gasoline engine and dump. Good opening for right man. For particulars inquire of

N. H. HALDERMAN, Mt. Carroll, Ill.

### RESULTS FOLLOW.

A liner advertisement in the "American Elevator and Grain Trade" will help you sell or rent your elevator, or sell your second-hand machinery. If you want to reach grain dealers, try an advertisement in this department. Results follow.

### CORLISS ENGINES BUILT IN KANSAS.

We are now building high-grade Corliss engines. If you are in the market for a good and economical engine, write us and get our prices and a cut of them, also testimonials from flour mill companies using them.

FISHER MACHINE WORKS, Leavenworth, Kans.

### FOR SALE CHEAP.

One No. 1 Willford's Light-running Roller Mill for cornmeal and feed. Rollers in good condition, never recorrugated. Also one 8-foot double conveyor cornmeal bolter; good as new. Both for \$150 f. o. b. cars Crawfordsville.

CRABBS & REYNOLDS, Crawfordsville, Ind.

### FOR SALE.

One 20-horsepower Edison Electric Motor.

One oat clipper, capacity 2,500 bushels.

One wheat cleaner.

One improved dustless corn sheller.

All new and in good repair. Address

BERRY-HORN COAL CO., Bank of Commerce Bldg., St. Louis, Mo.



**FOR SALE.**

We have a large stock of boilers, engines, steam pumps and pulleys for sale. Write for specifications and prices to

PHILIP SMITH, Sidney, Ohio.

**ENGINE AND BOILER FOR SALE.**

One 45 horsepower slide valve engine, now in use and in good condition. Also one 50-horsepower boiler. Will sell very cheap if taken soon. Address INGRAHAM & BROWAND, Spencer, Ohio.

**SECOND-HAND MACHINERY FOR SALE.**

One No. 8 Knickerbocker Cyclone Dust Collector. Four No. 5 Knickerbocker Cyclone Dust Collectors. Five No. 4 Knickerbocker Cyclone Dust Collectors. One No. 9 Monitor Oat Clipper. Two No. 9 Monitor Warehouse Receiving Separators.

Two Twin City Succotash Machines, 200 to 250 bushels' capacity.

Two flax machines, 100 to 150 bushels' capacity.

Four 48x8 friction clutch pulleys.

Three 36-inch, 5-groove friction clutch sheaves, 1-inch rope.

One 76-inch, 5-groove friction clutch sheave, 1-inch rope.

One 55-inch double steel plate exhaust fan.

G. T. HONSTAIN, 313 Third St. South, Minneapolis, Minn.

**WISCONSIN FEED MILL.**

For sale, feed mill with all first-class machinery. Built three years ago. In one of the best dairy sections of the state of Wisconsin, in center of village of about 600 population. Machinery consists of the following: One 25-h.p. Olds Gasoline Engine, one 24-inch Chas. Kaestner French Burr Millstone, one large Sullivan Corn and Cob Crusher, one Victor Sheller and Cleaner. Building is two stories besides basement, steel sheathed, 20x36; also an engine room. Everything in first-class order. A large flour and feed sale. Good reason for selling. Call on or address

A. C. JACOBI, Box 87, Middleton, Wis.

**Burlap Bags!! Grain Bags!!**

ALL SIZES MADE TO ORDER.

W. J. JOHNSTON, 182 Jackson St., Chicago

**E. R. Ulrich & Sons,  
SHIPPERS OF WESTERN GRAIN.**

Especially High Grade White and Yellow Corn.

Elevators along the lines of the following railroads in Central Illinois: WABASH; CHICAGO & ALTON; I. C.; C. P. & ST. L. and PAWNEE.

Main Office, 6th Floor, Illinois National Bank Building,

SPRINGFIELD, ILLINOIS.

WRITE FOR PRICES DELIVERED.

NO WHEAT FOR SALE.

**ROOFING AND SIDING.****The Garry Iron and Steel Roofing Co.**

168 MERWIN STREET, CLEVELAND, O.

MANUFACTURES



Steel Roofing,  
Corrugated Iron,  
Siding and Metal  
Ceiling.

SEND  
FOR CATALOGUE

**SYKES STEEL ROOFING CO.**

611 So. Morgan Street, Chicago

Makers of FIRE-PROOF WINDOWS



WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc. We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money

**GRAIN RECEIVERS****PEORIA****FRANK HALL & CO.**

SUCCESSORS TO E. S. EASTON & CO.

**Grain and Commission**

324 South Washington Street,

PEORIA, ILLINOIS.

**WARREN & CO.**

GRAIN

**Commission Merchants**

ROOMS 7 and 9 CHAMBER OF COMMERCE,  
PEORIA, ILL.

A. G. TYNG, Jr.

D. D. HALL.

**TYNG, HALL & CO.,****Grain and Commission  
Merchants.**

ROOMS 33 AND 35 CHAMBER OF COMMERCE,  
PEORIA, ILLINOIS.

**T. A. GRIER & CO.**

PEORIA, ILL.

RECEIVERS, BUYERS AND SHIPPERS  
OF WHEAT, CORN, OATS AND RYE

On account of the peculiar character of the season, grain  
is largely off grade and we advise consignments.

WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

ESTABLISHED 1875.

**P. B. & C. C. MILES****Grain Commission Merchants**

BUYERS AND SHIPPERS

36-37 Chamber of Commerce, PEORIA, ILL.

**PEORIA****VAN TASSEL & BUNN**

GRAIN  
COMMISSION  
MERCHANTS

Track Buyers and Shippers

ROOMS 44 and 46  
CHAMBER OF COMMERCE

PEORIA, ILL.

**Mills Brothers  
Grain Commission Merchants**

Consignments Solicited

47 Chamber of Commerce, PEORIA, ILL.

**LOUISVILLE**

THE

**JOHN R. WATTS SEED CO.**

(INCORPORATED)

LOUISVILLE, KENTUCKY

**Clover Seed Timothy Seed**

SEND US YOUR SAMPLES

SEND US YOUR CONSIGNMENTS

**PHILADELPHIA****L. F. MILLER & SONS,**

RECEIVERS AND SHIPPERS OF

**Grain, Feed, Seeds, Hay, Etc.**

OFFICE 2931 N. BROAD ST., PHILADELPHIA, PA.

CONSIGNMENTS SOLICITED. Special attention  
given to the handling of CORN AND OATS.

REFERENCES..... } Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.

**MINNEAPOLIS****F. H. PEAVEY & CO.,**

MINNEAPOLIS,

GRAIN RECEIVERS.

MINN.

Consignments Solicited.

MILLING WHEAT A SPECIALTY.

**E. A. BROWN & CO.  
Grain Commission Merchants.**

CONSIGNMENTS SOLICITED.

Choice Milling Wheat a Specialty. Or-  
ders for Bran and Feeds filled promptly.

922 Chamber of Commerce, MINNEAPOLIS, MINN.

J. L. MCCAULL

D. WEBSTER

R. A. DINSMORE

**The McCaull-Webster  
Grain Company**

COMMISSION  
MERCHANTS.

MINNEAPOLIS,  
MINN.

J. R. WARFIELD, Pres. WM. GRIFFITHS, Vice-Pres. and Mgr.  
C. D. TEARSE, Sec'y and Treas.

**BROOKS = GRIFFITHS CO.,  
GRAIN COMMISSION**

OFFICES: Consignments and Orders for  
CHICAGO MILWAUKEE Future Delivery Solicited.  
MINNEAPOLIS DULUTH  
PRIVATE WIRES—CHICAGO AND NEW YORK.

511-514 New Chamber of Commerce, Minneapolis, Minn.

**MILWAUKEE**

LEMAN BARTLETT

O. Z. BARTLETT

**L. Bartlett & Son,  
GRAIN AND PRODUCE COMMISSION  
... MERCHANTS ...**

**BARLEY A SPECIALTY**

Room 23 Chamber of Commerce Bldg.  
MILWAUKEE, WIS.

Careful attention given to orders from  
Brewers, Malsters and Millers.



# GRAIN RECEIVERS

## TOLEDO

ESTABLISHED 1846

### C. A. KING & CO.

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS  
OF TOLEDO, OHIO

SPECIAL MARKET AND CROP REPORTS FREE.

BE FRIENDLY.

WRITE OCCASIONALLY.

ESTABLISHED 1876

### W. A. RUNDELL & CO.

GRAIN and SEEDS.

We Buy Delivered Toledo or P. O. B. Your Station.

CONSIGNMENTS and FUTURES GIVEN SPECIAL ATTENTION.

Ask for our "Daily Market Letter and Track Bids."  
Correspondence requested.

33 Produce Exchange, - TOLEDO, OHIO

### R. H. MONTGOMERY & CO.

BUYERS OF

Corn, Oats and Hay  
TOLEDO, OHIO.

## REYNOLDS BROS.

TOLEDO, O.

### Buy and Sell Grain.

SELL US YOURS.

If you don't get our bids, ask for  
them. Consignments always  
welcome. Consign us yours.

J. F. ZAHM. F. W. JAEGER. F. MAYER

ESTABLISHED 1879.

## J. F. ZAHM & CO.,

### GRAIN and SEEDS,

TOLEDO, OHIO.

MEMBERS: Toledo Produce Exchange  
Chicago Board of Trade,  
New York Produce Exchange.

Handling consignments and filling orders for  
futures OUR SPECIALTY.

SEND FOR OUR RED LETTER.

## BUFFALO

### W. W. ALDER

Consign Your Grain and Feed  
to a Strictly

### COMMISSION MERCHANT

OUR SPECIALTIES:—Quick Returns and Careful  
Guarding of our Shippers' Interests.

Correspondence Invited.

Write for Buffalo Market Letter

81 BOARD TRADE, BUFFALO, N. Y.

### HENRY D. WATERS

GRAIN COMMISSION  
MERCHANT

CONSIGNMENTS  
SOLICITED54 BOARD OF TRADE  
BUFFALO, N. Y.

## BALTIMORE

### SMITH-GAMBRILL CO.,

Chamber of Commerce, Baltimore, Md.,

### GRAIN COMMISSION

### RECEIVERS AND EXPORTERS.

RICHARD GAMBRILL, Western Manager, Chicago, Ill.

### Thos. H. Botts & Co.

FLOUR, GRAIN AND GENERAL  
Commission Merchants

214 Spears Wharf

213 Patterson Street

BALTIMORE, MD.

REFERENCES First National Bank, C. Morton Stewart & Co.,  
I. M. Parr & Son, BALTIMORE; Dunlop Mills, Warner, Moore  
& Co., RICHMOND, VA.

### KIRWAN BROS. GRAIN CO.

BALTIMORE, MD.

BUYERS AND RECEIVERS

## GRAIN AND HAY

We solicit your consignments.

## ST. LOUIS

### DANIEL P. BYRNE & CO.,

Successors to

### REDMOND CLEARY COM. CO.

Established 1844.

Incorporated 1887.

### Grain, Hay and Seeds.

Chamber of Commerce, ST. LOUIS, MO.

## PITTSBURG

### C. A. FOSTER,

McCance Block, Cor. Seventh Ave.  
and Smithfield St., Pittsburgh, Pa.

Established 1878

### Wholesale Grain, Hay and Mill Feed

CONSIGNMENTS SOLICITED.

Reference: The Colonial Trust Co., Pittsburgh, Pa

### DANIEL McCAFFREY'S SONS,

### Leading Hay Dealers

PITTSBURG, PA.

Consignments Solicited.

Reference: Duquesne National Bank.

Established 1867.

### GEIDEL & CO.,

### Leading Mill Feed Dealers,

### GRAIN, HAY AND STRAW.

MEMBERS OF  
National Hay Association.  
Pittsburg Grain and Flour Exchange.

PITTSBURG, PA.

WE USE ROBINSON'S CIPHER.

### D. G. STEWART,

PITTSBURGH, PA.

... WHOLESALE DEALER IN ...

### Grain, Hay and Mill Feed

Proprietor Iron City Grain Elevator.

CONSIGNMENTS SOLICITED.

## NEW YORK CITY

### BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN

### COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

### GEO. N. REINHARDT & CO.

MELROSE STATION, NEW YORK CITY.



We sell on Commission and buy direct.

### HAY, GRAIN AND FEED.

Storage capacity 8,000 bales. 30,000 bushels.  
Let us know what you have to offer.

WRITE, WIRE OR PHONE

## THE PADDOCK-HODGE CO.

Operating Wabash Elev. 4,

GRAIN

Michigan Central A.

Total Capacity, 200 cars daily, Storage Capacity, 1,500,000 bushels, Clipping Oats 50,000  
bushels daily. No Switching Charges from any road. Our bids will reach you daily, no  
matter where you're located. Advise if not receiving them. **TOLEDO, OHIO.**



# GRAIN RECEIVERS

## CHICAGO

### "MODERN METHODS"

OUR SALESMEN ARE EXPERIENCED.  
OUR METHODS UP TO DATE.  
TRY US WITH YOUR GRAIN.  
WE WILL SELL IT RIGHT.

**ROSENBAUM BROTHERS,**  
GRAIN COMMISSION MERCHANTS,  
77 BOARD OF TRADE, CHICAGO.

ACTIONS speak louder than words.  
WE can convince you.

**BAKER & TRAXLER,**  
GRAIN COMMISSION,  
WITH  
**NASH, WRIGHT CO.**  
515 to 519 RIALTO BUILDING, CHICAGO.

WILLIAM J. POPE, Pres't. W. N. ECKHARDT, Sec'y.

**POPE & ECKHARDT CO.**  
COMMISSION MERCHANTS  
GRAIN, SEEDS AND PROVISIONS.  
317-321 Western Union Building, CHICAGO.

**E. W. WAGNER,**  
MEMBER CHICAGO BOARD OF TRADE  
PERSONAL ATTENTION GIVEN  
SPECULATIVE ACCOUNTS  
AND CONSIGNMENTS.

Market letter mailed free on application.

99 Board of Trade Bldg., Chicago, Ill.

**SAM FINNEY**  
WITH  
**CHURCHILL & CO.,**  
COMMISSION MERCHANTS  
715 Board of Trade,  
CHICAGO, ILL.  
My personal attention given consignments. Your orders for cash and futures solicited.

J. H. WARE. E. F. LELAND.  
Consign your grain and seeds and send your Board of Trade Orders to  
**WARE & LELAND,**  
200-210 Rialto Bldg., Chicago.  
GRAIN, PROVISIONS,  
STOCKS AND COTTON.  
Write for our Daily Market Letter.  
Your interests are our interests.  
Special attention given to cash grain shipments.

## CHICAGO

ESTABLISHED 1865.

**L. EVERINGHAM & Co.,**  
Commission Merchants  
Orders and Consignments Solicited.  
GRAIN AND SEEDS OF ALL KINDS  
For Cash and Future Delivery.  
Suite 80, Board of Trade CHICAGO, ILL.

**WEARE COMMISSION CO.**  
GRAIN, PROVISIONS,  
STOCKS AND BONDS.  
Private Wires to All Principal Exchanges of the United States.  
WE SOLICIT CONSIGNMENTS.  
OLD COLONY BUILDING : : CHICAGO

W. F. JOHNSON GEO. A. WEGENER  
**W. F. JOHNSON & CO.**  
GRAIN, SEED AND PROVISION  
Commission Merchants  
Orders for future delivery carefully executed.  
Consignments and correspondence solicited.  
Room 59, Board of Trade CHICAGO

W. R. Mumford, Pres. Clarence H. Thayer, Sec'y and Gen. Mgr.  
**W. R. MUMFORD CO.,**  
STOCKS AND BONDS,  
Grain, Seeds, Hay and Millstuffs.  
CONSIGNMENTS AND ORDERS FOR  
FUTURE DELIVERY SOLICITED:  
MAIN OFFICE: 528-532 Rialto Bldg., CHICAGO.  
MINNEAPOLIS, 23 Chamber of Commerce. ST. LOUIS, 60 Laclede Bldg.  
MILWAUKEE, 113 Michigan Street. KANSAS CITY, 605-606 Board of Trade.  
CEDAR RAPIDS, IA., 225 1st Ave. DULUTH, 518 Board of Trade.  
MEMBERS DIFFERENT EXCHANGES.  
Daily market letter mailed free on application.

Make Track Bids Buy and Sell for Future Delivery  
**LASIER & HOOPER**  
102-103 RIALTO BLDG.  
**GRAIN**  
CHICAGO, ILL.  
RECEIVERS & SHIPPERS  
Sell Consignments Make Quick Returns

I. P. RUMSEY. P. M. BUNCH  
**RUMSEY & COMPANY**  
(Successors to RUMSEY, LIGHTNER & CO.)  
Commission Merchants. Grain, Provisions and Seeds.  
CASH AND FUTURE DELIVERIES.  
97 BOARD OF TRADE, CHICAGO

## CHICAGO

**CHARLES D. SNOW & CO.,**  
COMMISSION MERCHANTS,

MEMBERS CHICAGO BOARD OF TRADE 228 and 230 Rialto Bldg., CHICAGO.  
Our Special Market Letters and Pocket Manual furnished free on application.

**E. W. BAILEY & CO.,**  
Commission Merchants,  
GRAIN, SEEDS AND PROVISIONS. . . . .  
72 Board of Trade, CHICAGO.

**National Starch Co.**  
GENERAL OFFICES: THE ROOKERY  
Chicago  
BUYERS OF CORN  
JOS. P. GRIFFIN, Manager Grain Dept.

**ILLINOIS SUGAR REFINING COMPANY**  
General Offices: The Rookery, CHICAGO.  
Waukegan, Ill. FACTORIES: Pekin, Ill.  
Geneva, Ill. Venice, Ill.  
BUYERS OF CORN  
Daily Consumption, 65,000 Bushels.  
JOS. P. GRIFFIN, Manager Grain Dept.

**The Glucose Sugar Refining Company**  
General Offices: The Rookery, CHICAGO.  
Chicago, Ill. FACTORIES: Rockford, Ill.  
Peoria, Ill. Marshalltown, Ia. Davenport, Ia.  
BUYERS OF CORN  
Consumption 100,000 Bushels Daily.  
JOS. P. GRIFFIN, Mgr. Grain Dept.



# GRAIN RECEIVERS

## CHICAGO

**MILMINE, BODMAN & CO.,**

Commission Merchants.

STOCKS, BONDS, GRAIN, PROVISIONS,

Receivers and Shippers.

5 and 7 Board of Trade, CHICAGO. 401 Produce Exchange, NEW YORK.

**F. E. WINANS**

**Commission Merchant**

GRAIN AND FIELD SEEDS

No. 6 Sherman St. ...CHICAGO

Write us freely on all matters pertaining to Grain and Field Seeds. Your questions fully and cheerfully answered. Particular attention paid to Timothy and Flax Seed. Orders for future delivery will receive our careful personal attention.

HENRY HEMMELGARN Established 1861 PHILIP H. SCHIFFLIN

**H. HEMMELGARN & CO.,**

COMMISSION MERCHANTS,

**Grain, Seeds and Provisions**

Rooms 317, 318 and 319 Rialto Building, Adjoining Board of Trade, CHICAGO, ILL.

Consignments Solicited. Correspondence Invited.

**MONTAGUE & COMPANY,**

COMMISSION MERCHANTS,

**Grain, Flour, Millstuffs and Seeds.**

Orders solicited in grain for future delivery. Write for our daily market letter.

6 and 8 Sherman Street, - CHICAGO.

CAPITAL \$200,000 .00

**THE CALUMET GRAIN & ELEVATOR COMPANY**

**GENERAL GRAIN HANDLERS**

Receiving, Shipping, Exporting, Commission.

Careful Attention, Consignments and Future Orders. Track Bids if Desired.

GEO. B. DEWEY, Representative.

169 Jackson Boulevard, CHICAGO.

## CHICAGO

**Bentley-Jones Grain Co.**

GRAIN

COMMISSION MERCHANTS

Consignments and Orders for Future Delivery Solicited.

73 and 74 Board of Trade, CHICAGO.

**A. C. CURRY & CO.**

**Commission Merchants**

GRAIN, SEEDS AND PROVISIONS.

65 Board of Trade Building

CHICAGO

**JOHN WEST & CO.**

(Albert L. West)

**Commission Merchants**

Grain, Seeds, Provisions.

604 Royal Insurance Bldg. CHICAGO  
Phone Harrison 685

H. L. KARRICK. C. E. GRAY. H. S. WILLIAMS.

**KARRICK, GRAY & WILLIAMS**

GRAIN COMMISSION

Members Chicago, Minneapolis, St. Louis, Milwaukee and Duluth Boards of Trade

Orders for future delivery executed to the best possible advantage in the above markets. We solicit your consignments.

Suite 40, Board of Trade ...CHICAGO

Minneapolis. St. Louis. Milwaukee.

**L. H. Manson & Co.,**

...GRAIN AND PROVISIONS...

54-55-56 BOARD OF TRADE, ...CHICAGO.

Consignments and future orders entrusted to us will receive the best attention.

H. M. PAYNTER, in charge of Cash Grain Department.

## CHICAGO

CORRESPOND WITH

**GERSTENBERG & CO.,**

Grain and Seeds, Commission Merchants, Barley a Specialty.

259 La Salle St., CHICAGO, ILL.

**GEAHART, WHITE & Co.,**

Commission Merchants

STOCKS, GRAIN AND PROVISIONS

99 Randolph Street, Chicago

MEMBERS CHICAGO BOARD OF TRADE

CORRESPONDENCE SOLICITED.

**ARMOUR GRAIN CO.,**

205 LA SALLE STREET,

CHICAGO,

GRAIN BUYERS AND DEALERS.

**HUTCHINSON & SHAW,**

Commission Merchants,

83 Board of Trade,

W. I. HUTCHINSON,  
H. B. SHAW.

CHICAGO.

**W. H. MERRITT & CO.,**

**Grain Buyers and Shippers**

CORRESPONDENCE SOLICITED.

234 La Salle St., CHICAGO, ILL.

## DECATUR

**BURKS GRAIN & ELEVATOR CO.**

DECATUR, ILL. DETROIT, MICH.

Choice Illinois Corn and Michigan White Oats a Specialty.

Write or Wire us for Quotations and Samples.



OUR BIDS ARE GOOD ONES.

**C. A. BURKS**

DECATUR, ILL.

**ILLINOIS GRAIN**

Buys for reputable receivers, millers and exporters. Solicits business from regular shippers of grain on the following roads: Illinois Central, Wabash, Vandalia, C. I. & W., B. & O. S. W., Clover Leaf, C. & E. I., L. E. & W., T. P. & W. and C. & A.

WRITE, WIRE OR PHONE.

Write for my  
Daily and  
Weekly  
Market  
Letters.



Your orders  
in futures and  
consignments  
of cash grain  
solicited.

**Geo. H.  
Phillips**

**COMMISSION  
MERCHANT**

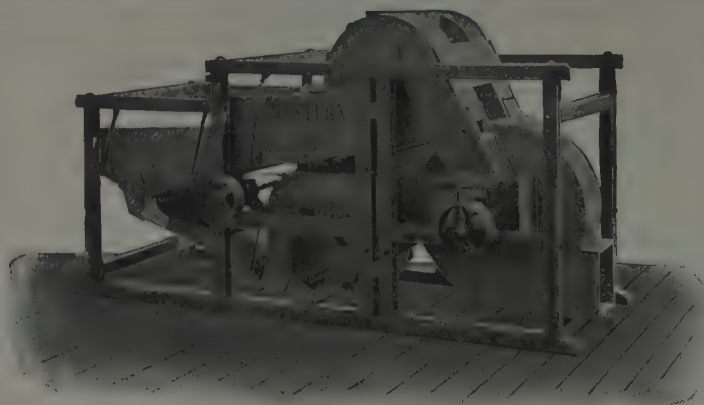
Grain, Seeds  
& Provisions

231-235 Rialto Bldg.  
CHICAGO.

My daily and weekly market letters are published in full in the Chicago Evening Post. Also the Chicago Evening Journal. Will send either paper gratis to anyone interested in the market.

CHICAGO AD. SETTING CO.





Side View.

## The "Western" Shaker Cleaner

Separates CORN from COBS and Cleans WHEAT and OATS THOROUGHLY without changing screens.

Adjustable Screen.

Perfect

Separations.

Perfect Cleaning.

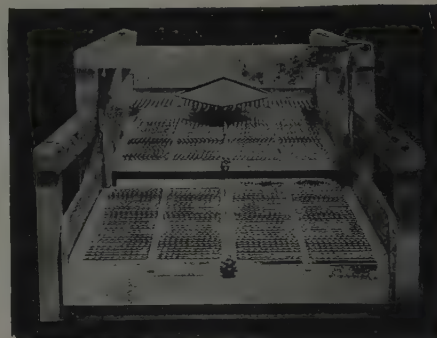
Duplex Shake.

Strong, Light,

Durable,

Compact and

Quiet.



End View.

# UNION IRON WORKS,

DECATUR, ILL.,

SOLE MANUFACTURERS.

Write for Catalog.

## STANDARD SCALES

WAREHOUSE,  
ELEVATOR, RAILROAD,  
FARM, SPECIAL.

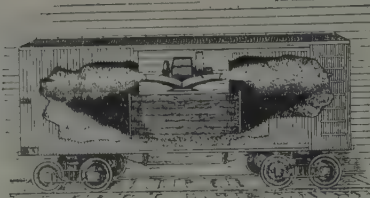
HICKMAN SCALE MFG. CO.

224 EAST FIRST STREET,

DES MOINES, IOWA.

All Kinds Rebuilt Promptly MUTUAL PHONE EAST 177.

## The Boss Car Loader



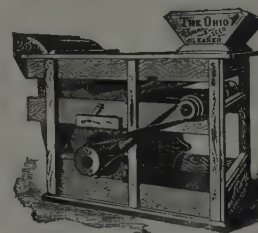
which is shown in the accompanying cut, is without doubt the best car loader on the market.

For particulars, write to

**Maroa Mfg. Co.**

Maroa, Ill.

## THE "OHIO" GRAIN AND SEED CLEANER.



Will clean any Seed or Grain that grows.

Larger Capacity, Less Power Required than any other Cleaner Made.

Get our Catalogue of Hand and Power Machines.

**BEELMAN CABINET COMPANY,**  
40 Columbus Street, - - Cleveland, O.

## Cold Facts.

Facts are stubborn things and there are certain facts which show the superiority and desirability of Wolf Machinery in a way which permits of no argument.

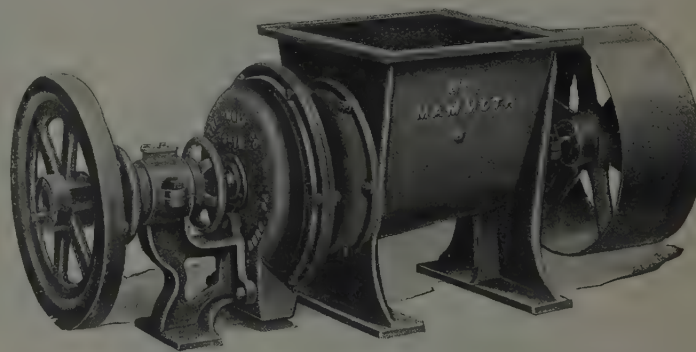
From practically nothing our business has grown in less than twenty years to a perfectly equipped plant having an area of 260,000 square feet of floor space, occupying a plot of ground many acres in extent, employing nearly 500 men, the whole forming the most perfectly equipped plant in the world for the manufacture of modern flour milling appliances.

The largest single contract ever awarded for the equipment of a flour mill was secured by us.

We are busier now than at any other time in the history of the business.

We guarantee absolute satisfaction with every machine and the privilege of return if desired.

With these facts before you, can you afford to buy any other machinery without investigating the Wolf System.



**The Mammoth Horizontal Corn and Cob Crusher.**

This machine requires less power for a given capacity than any other crusher on the market. It will grind three times as much as any other crusher made and produce a superior quality of stock. It is the only crusher which can be adjusted while in operation to grind coarse or fine.

# The Wolf Company,

**Builders of Modern Mills and Elevators  
CHAMBERSBURG, PA.**



# The Monarch Attrition Mill

## "SOON DRAWS CUSTOM."

So say W. W. Davis & Co., Jackson Center, Pa. Read their letter:

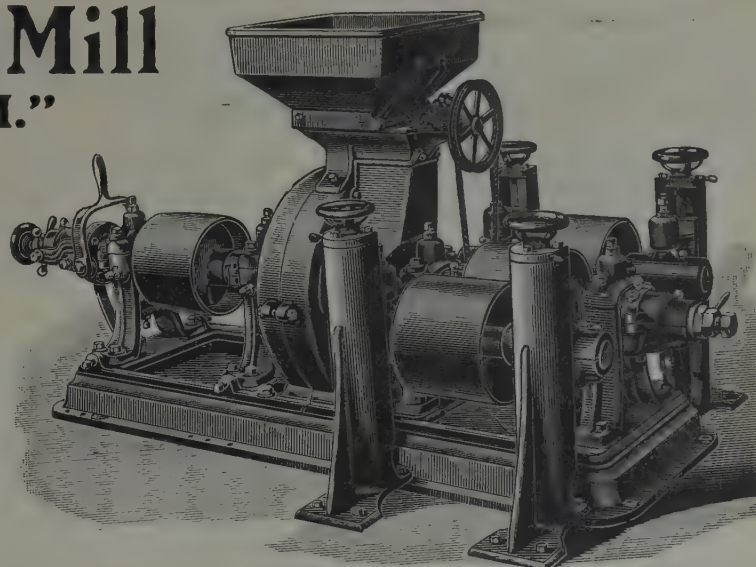
"We have tried several different feed mills and have never had one to near equal the 20-inch Monarch in any way. The work done on it is entirely satisfactory to the trade and it soon draws custom. For making Graham flour it has no equal; in short it is entirely satisfactory in every respect both to the trade and the operator."

Send for our illustrated catalogue of Feed Mills and booklet containing testimonials from 140 users in many states.

### SPROUT, WALDRON & CO.

P. O. Box O, MUNCY, PA.

Chicago Representatives: -- MONARCH MILL & SUPPLY CO., 68 and 70 South Canal St.



# J. B. DUTTON'S

## Patent Automatic Grain Scale.

FOR USE IN

ELEVATORS, DISTILLERIES, MALT HOUSES, FLOUR MILLS, ETC.

ACCURATE AND RELIABLE AT ALL TIMES. SCALES SENT ON 30 DAYS' TRIAL.  
SEND FOR CIRCULAR AND PRICE LIST.

Address

### J. B. DUTTON, 1026 and 1028 Scotten Ave., DETROIT, MICH.

## Grain Dealers' and Shippers' Gazetteer.

PRICE  
REDUCED  
FROM  
\$2 TO \$1.

CONTAINS freight agents' official list of flouring mills, elevators, grain dealers, shippers and commission merchants, located on all the principal railroads in the United States and Canada. Also contains the grading and inspection rules of leading markets. This is the handiest and most complete list of the kind published. If you do business in this line, you can scarcely afford to be without it. This 1899-1900 edition contains over 200 large pages, in a durable cloth binding. Sent postpaid on receipt of \$1.00.

MITCHELL BROS. CO., 315 DEARBORN ST., CHICAGO.

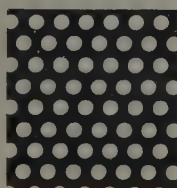
### A GRAIN SPOUT

That will load cars without shoveling. It is worth its weight in gold. It will save you in labor all it cost in less than a month.

Send for Prices to



H. SANDMEYER & CO.,  
PEORIA, ILLINOIS.



### Perforated Metal

—FOR—

Grain Elevators, Flour Mills,  
Rice Mills, Malt Houses.

### THE ROBT. AITCHISON PERFORATED METAL CO.,

303-305 Dearborn Street, CHICAGO, ILL.



### Dust Protector.

The "Perfection" with Automatic Valve compels perfect protection and ventilation. Improved and Enlarged. Thousands in use. Nickel plated protector postpaid, \$1.50. Circular Free. Agents wanted

H. S. COVER  
SOUTH BEND, IND.

Patented Dec. 7, 1897.

### Study Evenings

More knowledge AT HOME More Pay

Courses offered by mail:

Mechanical, Marine, Civil, Electrical, Sanitary, Stationary, Locomotive, Telegraphy, Architecture, Sheet Metal Work, Mech. & Perspective Draw'g

American School

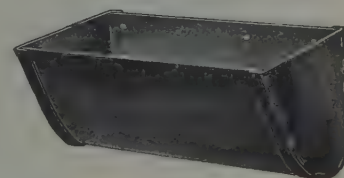
Armour Inst. of Technology

Chicago, Ill.

\$40 Reference Library to all Students.

Write for Handbook.

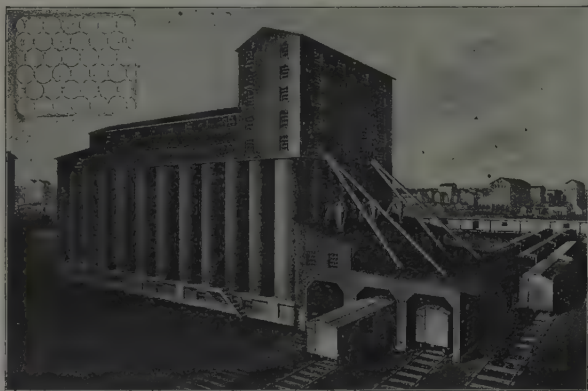
### CLEVELAND ELEVATOR BUCKET CO., Manufacturers of the "FULLER" PATENT STEEL ELEVATOR BUCKETS



Suitable for Mills, Elevators, Ear Corn, Cobs, Clay, Ores, Broken Stone, Coal, Sand and other extra heavy substances. General Office and Works: 225 St. Clair St., Cleveland, O., U. S. A.

"I get a great deal of both interesting and valuable information from your paper."—John E. Payne, Eastern Manager Anchor Line, Philadelphia, Pa.



NEW STEEL FIREPROOF ELEVATOR AT BUFFALO, N. Y.  
MACDONALD'S PATENT STORAGE BINS.

# Macdonald Engineering Co.,

Engineers and Contractors,

BUILDERS OF

## GRAIN ELEVATORS

*In wood, steel or combination materials.  
Any capacity from 5,000 bushels up.*

1454-55-56-57 Monadnock Bldg., CHICAGO, ILL.



## We have the Equipment

*TO BUILD GOOD ELEVATORS.*

## We have the Ability

*TO BUILD GOOD ELEVATORS.*

## And what is more to the point

WE HAVE THE DISPOSITION TO BUILD  
GOOD ELEVATORS.

Plans and Specifications our Specialty.

## G. T. BURRELL & CO.

ENGINEERS AND BUILDERS.

WRITE US ABOUT OUR  
IMPROVED STEEL CONSTRUCTION.

MONADNOCK  
BUILDING, CHICAGO.

## The Monier Manufacturing Co.

E. LEE HEIDENREICH, Chief Engineer.  
541 THE ROOKERY, CHICAGO, ILL.

## FIREPROOF ELEVATOR CONSTRUCTION

## SEELEY, SON & CO.,

Fremont, Neb.



Architects and Builders

OF ALL KINDS OF

## GRAIN ELEVATORS.

## W. S. CLEVELAND ELEVATOR BUILDING CO.

520 Guaranty Loan Building,

Plans and Estimates  
Furnished on Application.

MINNEAPOLIS, MINN.

WHEN YOU WANT

Elevator or  
Mill  
Supplies....

Cleaning Machines,  
Feed Mills,  
Corn Shellers,  
Engines and Boilers,  
Gasoline Engines,  
Horse Powers,

WRITE TO

## GREAT WESTERN MANUFACTURING CO.

GENERAL OFFICE AND FACTORY:—LEAVENWORTH, KAN.

WAREHOUSE AND SALESROOMS: 1221-1223 Union Ave., Kansas City, Mo. Send for our Illustrated Catalog.



# GEO. M. MOULTON & CO.,

FISHER BUILDING, CHICAGO,

SUCCESSORS TO  
J. T. MOULTON & SON,

THE PIONEERS IN

## GRAIN ELEVATOR CONSTRUCTION

Architects and Builders of  
FRAME AND STEEL  
GRAIN ELEVATORS.

## THE BARNETT & RECORD CO.

DESIGNERS AND BUILDERS OF

Grain Elevators, Mills, Breweries and Malt Houses.

STEEL ELEVATORS A SPECIALTY.

We also contract to build complete all kinds of heavy structures, such as Docks, Packing Houses, Public Buildings, Stock Yards, Etc., Etc.



**A Few Elevators Built by Us.** Bu. capacity.  
Portland El. Co., Portland, Me. .... 1,000,000  
Maple Leaf Elevator, Kansas City, Kan. 1,000,000  
Burlington Elevator, St. Louis. .... 1,300,000  
Interstate Elevator Co., Minneapolis. .... 1,000,000  
Northern Grain Co., Manitowoc, Wis. .... 500,000  
W. W. Cargill, Green Bay, Wis. .... 500,000  
Vigo Elevator, Terre Haute, Ill. .... 500,000  
Belt Line Elevator Co., Superior, Wis. 2,500,000  
Superior Terminal El. Co., Superior, Wis. 2,500,000  
F. H. Peavey & Co., Minneapolis No. 1. 1,750,000  
F. H. Peavey & Co., Minneapolis No. 2. 500,000  
Atlantic Elevator Co., Minneapolis. .... 600,000  
Empire Elevator Co., Minneapolis No. 1 500,000  
Empire Elevator Co., Minneapolis No. 2 500,000

THE BARNETT & RECORD CO. has designed and built more than one thousand elevators with capacities varying from 20,000 to 2,500,000 bushels. Also a large number of docks, mills, court houses, packing houses, hotels, the Cozad irrigation canal and other like improvements. As a result of this large experience, it has a thorough, first-class organization and equipment, enabling it to submit bids or execute work in the shortest time consistent with thoroughness.

WRITE US FOR ESTIMATES. 304-312 CORN EXCHANGE, MINNEAPOLIS, MINN.

Steel Storage and Elevator  
Construction Company.

...BUILDERS OF...

Steel Grain Elevators

BUFFALO, N. Y.

J. E. BOTSFORD, PRESIDENT.

F. D. JENKS, SEC'Y & TREAS.

The Botsford-Jenks Co.

DESIGNERS AND BUILDERS.

GRAIN ELEVATORS,  
STEEL CONSTRUCTION,  
CONCRETE WORK.

PORT HURON, MICH.

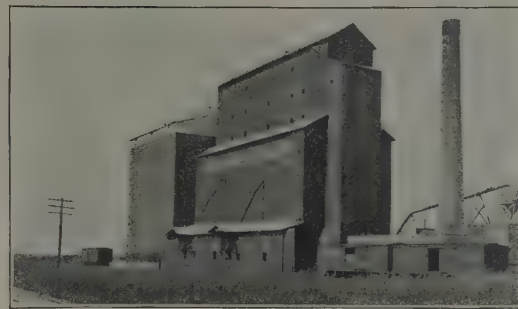
## G. T. HONSTAIN

Successor to HONSTAIN BROS., Contractors and Builders of

GRAIN ELEVATORS

313 Third St., South

Minneapolis, Minn.



Exchange Elevator built by G. T. Honstain, Minneapolis.  
Fireproof storage capacity 250,000 bushels.  
Working house capacity 150,000 bushels.

Nebraska City & Ill. Ele. Co.,  
Chicago, 2,000,000  
Bartlett, Frazier Co.,  
Chicago, 1,000,000  
H. Rogers Co.,  
St. Louis, 500,000  
F. H. Peavey & Co.,  
Minneapolis, 1,000,000  
S. S. Linton & Co.,  
Minneapolis, 650,000  
S. S. Linton & Co.,  
Minneapolis, 450,000  
Interstate Grain Co.,  
Minneapolis, 500,000  
City Elevator Co.,  
Minneapolis, 400,000  
Security Grain Co.,  
Minneapolis, 400,000  
Royal Milling Co.,  
Great Falls, Mont., 100,000  
Jennison Bros.,  
Janesville, Minn., 100,000  
Four hundred county elevators from 10,000 to 50,000.

C. E. FLORA.

L. J. McHILLIN.

RELiance MFG. CO.,

MANUFACTURERS OF THE RELIANCE GRAIN CLEANERS.

Designers and  
Builders of **GRAIN ELEVATORS,**

Complete Equipments for Elevators and Mills,

1521, 1523 BATES STREET, - - - INDIANAPOLIS, IND.

**JOHN S. METCALF CO.,**

Engineers—Grain Elevator Builders.

WE MAKE A SPECIALTY OF FURNISHING PLANS AND SPECIFICATIONS.

802, 804, The Temple, - Chicago, Ill.

A partial list of elevators which have been designed and constructed by us and under our supervision:

	Bushels.
MANCHESTER SHIP CANAL CO.'S ELEVATOR, Manchester, England.....	1,500,000
GRAND TRUNK ELEVATOR No. 3, Portland, Me.....	1,500,000
GRAND TRUNK ELEVATOR No. 1, Portland, Me.....	1,000,000
NORTHERN GRAIN CO., Manitowoc, Wis.....	1,400,000
BURLINGTON ELEVATOR, St. Louis, Mo.....	1,300,000
UNION ELEVATOR, East St. Louis, Ill.....	1,100,000
EXPORT ELEVATOR, Buffalo, N. Y.....	1,000,000
J. R. BOOTH ELEVATOR, Ferry Sound, Canada.....	1,000,000
CHESAPEAKE & OHIO RAILWAY ELEVATOR, Newport News, Va.....	1,000,000
CLEVELAND ELEVATOR CO.'S ELEVATOR, Cleveland, Ohio.....	500,000
BURLINGTON ELEVATOR, Peoria, Ill.....	500,000
CANADA ATLANTIC RAILWAY ELEVATOR, Coteau Landing, Quebec.....	500,000
HALLIDAY ELEVATOR CO.'S ELEVATOR, Cairo, Ill.....	500,000
CLEVELAND GRAIN CO.'S ELEVATOR, Sheldon, Ill.....	400,000
PERE MARQUETTE RAILROAD CO.'S TRANSFER ELEVATOR, Ludington, Mich.....	150,000
GRAND TRUNK TRANSFER & CLIPPING ELEVATOR, Chicago, Ill.....	100,000
ERIE RAILROAD TRANSFER & CLIPPING ELEVATOR, Chicago, Ill.....	100,000
GOEMANN GRAIN CO.'S TRANSFER ELEVATOR, Mansfield, Ohio.....	100,000



**HONSTAIN, BIRD & CO.,**

BUILDERS OF

**GRAIN ELEVATORS**

307 SOUTH THIRD ST.,  
MINNEAPOLIS, MINN.





# S. H. TROMANHAUSER,

Designer and Builder

## GRAIN ELEVATORS. FIREPROOF BRICK CONSTRUCTION

A Specialty.

Country or Terminal Elevators in any Design or Capacity.

Write for Plans and Estimates.

805-6 PHOENIX BLDG., MINNEAPOLIS, MINN.

UP-TO-DATE COUNTRY ELEVATORS

TRANSFER AND CLEANING HOUSES

Long Distance  
Phone  
Main 1466.

**L. O. HICKOK,**  
Grain Elevator Builder  
MINNEAPOLIS, MINN.

517  
Guaranty Loan  
Building

OVER THIRTY YEARS' EXPERIENCE

CORRESPONDENCE SOLICITED

**G. M. SLOAN**  
**GRAIN ELEVATOR CONTRACTOR**

Plans and Specifications  
On Short Notice

Grain Handling  
Machinery

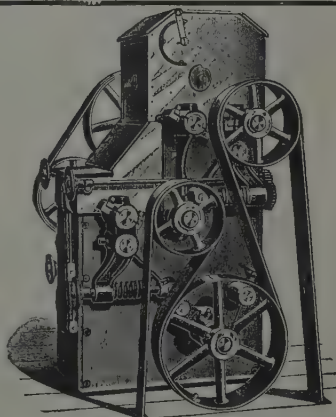
222 E. Washington St., :: :: CHICAGO, ILL.

## WE GUARANTEE THIS MILL

To grind more bushels to the horse power than any other Feed Mill made.

A pretty strong claim to make, you say. Yes, it is, but we make it with the confidence that we can prove it, and deeds are what count—not words.

Before buying a feed mill, you will do well to investigate this one. Write us, and we'll give you full information.



**Strong & Northway Mfg. Co.**  
MINNEAPOLIS, MINN.

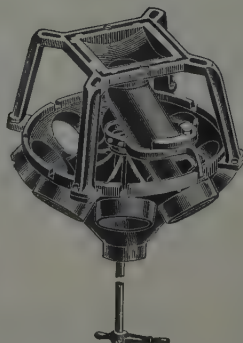
ARE YOU RUNNING AN ELEVATOR?

ARE YOU AN UP-TO-DATE BUSINESS MAN?

IF SO, YOU ARE USING THE

**HALL  
GRAIN  
DISTRIBUTOR.**

The points of great importance to all business men are, how to save time, economize space and prevent the mixing of grain.



ALL THIS THE

**HALL  
OVERFLOW SYSTEM  
DOES.**

It is the only system that absolutely does this.

It is simple, accurate, positive, economical, efficient, durable, perfect.

Send for Descriptive Booklet.

Hall Distributor Co., 318 First Nat'l Bank Bldg., Omaha, Neb.

NO SHAKE, NO TREMBLE—Steadiness Itself.

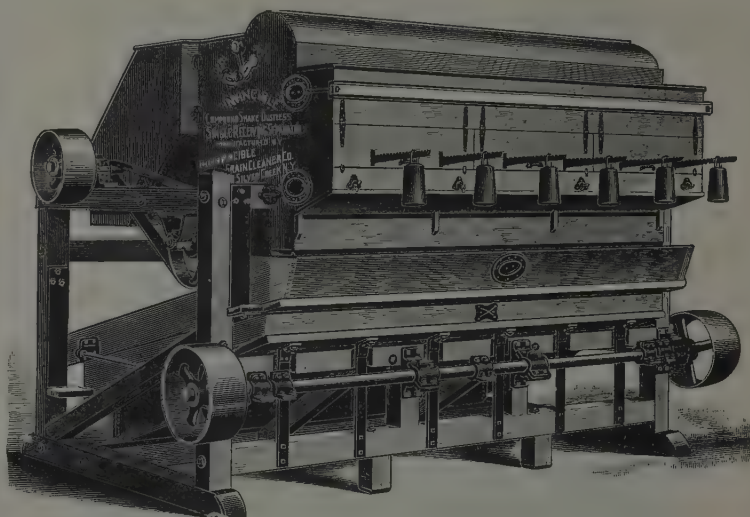
## The Invincible Compound-Shake Separators

Can be placed anywhere in the elevator.

They never shake the building but stand as steady as a rock.

Their work is perfect.

Write for latest catalogue.



**Invincible Grain Cleaner Company,**  
SILVER CREEK, N. Y., U. S. A.

Also Manufacturers of the

Needle Screen Gravity Separator and Spiral Belt Separator.

REPRESENTED BY

W. J. Scott, 94 Traders' Bldg., Chicago, Ill.

Edward A. Ordway, 612 Exchange Bldg., Kansas City, Mo.

Chas. H. Scott, 307 So. 3d Street, Minneapolis, Minn.

J. N. Bacon, Blachere Block, Indianapolis, Ind.

N. B. Trask, Lochiel Hotel, Harrisburg, Pa.

## BRAIN TOOLS

Save time and hard work and insure accurate results.

### THE GRAINMAN'S ACTUARY

Shows at a glance the cost of bushels and fractional parts of bushels for any amount up to 50,000 bushels. Contains 214 well printed and well bound pages. Sent postpaid on receipt of price, \$1.00. No miller or grain dealer can afford to be without it. Address

MITCHELL BROS. CO., 315 Dearborn St., CHICAGO



## DAMP WHEAT

IS DRIED AND MADE  
MERCHANTABLE IN THE

## HESS PNEUMATIC GRAIN DRIER

Cheaper and faster than  
in any other device. 33

IT DRIES OTHER GRAINS JUST AS WELL.

HESS WARMING & VENTILATING CO.,  
710 TACOMA BLDG., 3333 CHICAGO.

## BURRELL MFG. CO.

BRADLEY, ILL.

MANUFACTURERS OF

### GRAIN ELEVATOR SPECIALTIES

#### BURRELL IMPROVED

Safety Grain Distributors.  
Car Puller, from 3 to 30 Cars.  
Head Pulley Drive, for 40-inch to 84-inch Pulleys.  
Boots for Steel and Wood Legs.  
Steel and Wood Elevator Heads and Legs.  
Indicators, Pinch Bars and Dumps.  
Pulleys, Clutch Pulleys, Shafting and Hangers, Belting,  
Chain, Buckets and Bolts.

G. T. BURRELL & CO., Chicago Agents, Monadnock Building.

## THE PERFECTION GRAIN DRIER

IS THE SIMPLEST AND BEST.

Its first cost and cost of operation is  
50 per cent less than any other drier.

Perfect work guaranteed.

Write for particulars.

TWEEDALE & HARVEY

903 Plymouth Bldg., Chicago, Ill

## WELFLE'S PATENT ELEVATOR BUCKETS

The best and most substantial on  
the market. Get my prices before  
buying elsewhere :: :: :: ::

JOS. WELFLE, Hamler, O.



## It's Your Business

If you wish to pay even \$1.00  
PER GALLON FOR PAINT.

OUR BUSINESS is to furnish the  
BEST PAINT MADE AT LESS  
THAN 50 CENTS PER GALLON.

The "Stay-There" Paints stay  
wherever they are

Put; they are adapted to House, Barn, Factory, Warehouse or other kinds of  
painting, and are sold under a BINDING GUARANTEE NOT TO CHALK.  
PEEL NOR BLISTER.

WILL COVER MORE SURFACE THAN OTHER PAINTS.

CAN WE DO BUSINESS WITH YOU?

If so, we shall appreciate your enquiry for sample colors and prices.

We are the LEADERS in the manufacture of PAINTING AND WHITE-  
WASHING MACHINES, which do the work of twenty men with brushes.

Address F. E. HOOK, 12-25 Hook Building, HUDSON, MICH.  
Agencies in nearly all large cities.

"Stay There"

## SEEDS

THE ALBERT DICKINSON CO.

GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,  
PEAS, POP CORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC.

OFFICES. WEST TAYLOR ST. AND THE RIVER. CHICAGO

\$2.50 { THE AMERICAN MILLER - - - \$2.00 } \$2.50  
THE AMERICAN ELEVATOR AND GRAIN TRADE, \$1.00

THESE two great papers every month for one year can be had for almost the price of one, by sending the \$2.50 at one time. The interests of the milling and grain handling trades are so inseparable that you need both these "silent partners" in your business.

They will keep you fully informed of the progress and prospects of your line of business in all parts of the world. They record the latest legal decisions and developments affecting you business.



Established in 1873

Published on the 1st of every month, at \$2 per year. Each number contains 88 pages and upward.

It is the great illustrated business magazine of the flour and cereal milling industry.

It is not a daily market report, but covers broadly every phase of the business from the production of the grain to the consumption of the manufactured products.

It is the most complete exponent of milling mechanics in the world. Water power, steam engineering and all milling topics are handled by the ablest writers in their respective fields.



Established in 1882

Published on the 15th of every month, at \$1 per year. Fifty-two pages and upward in every number.

It covers broadly and completely the business of buying, selling and handling grain. It illustrates and describes the latest storage, handling and transportation achievements. It deals broadly and vigorously with all questions and usages affecting the welfare of the trade. It enters into the details of things sufficiently to be helpful to even the smallest dealer in his daily business.

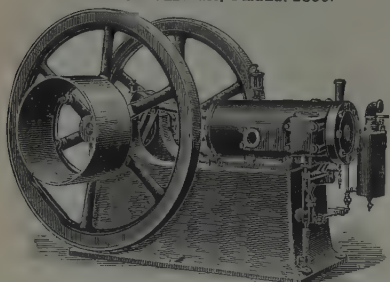
It will keep you elbow to elbow with your fellow dealers in all association and convention work for betterment of the trade.

MITCHELL BROS. CO., Publishers, 315 Dearborn Street, CHICAGO, ILL.



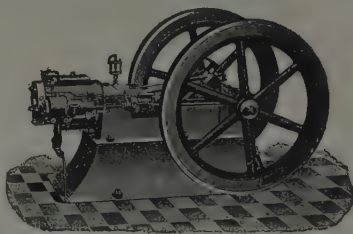
**LEWIS GAS ENGINE.**

Gold Medal, World's Fair, 1893.  
Two Gold Medals, Omaha, 1899.



**EASY TO START. ALWAYS RELIABLE.**  
Thousands of Testimonials.

Adapted to all purposes where power is required.  
**J. THOMPSON & SONS MFG. CO.**  
Sole Makers, BELOIT, WIS.

**HAVANA GASOLINE ENGINES**

**ARE BUILT RIGHT, WORK RIGHT  
AND ARE SOLD RIGHT.**

Catalogue from

**The Ashurst Press Drill Co.**

Box B.

HAVANA, ILL.

**At Last! A Gasoline Engine**

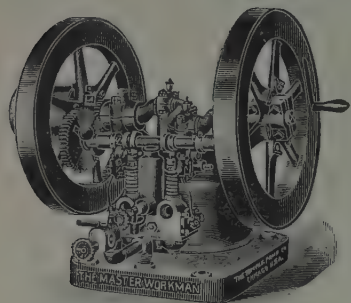
Which anyone Can Run and which is Effecting  
a Revolution in the Business.

It is the "Master Workman." An Upright Engine with two cylinders. Superior to any one-cylinder engine. It has no vibration and can work on a light wagon, or can be placed anywhere. All mechanism is in full view and all parts accessible. Starts Easier and quicker than any one-cylinder engine. Has More Power, consumes less fuel, occupies less space, weighs less than half one-cylinder engines. 1½, 2, 2½, 4, 5, 6, 8 and 10 H. P. Less complicated and has fewer parts than one-cylinder engines. This is the 49th year of its manufacture, and THEIR GUARANTEE is absolutely to be relied upon. Every engine is sold on honor. Agents and Buyers Wanted. Send for catalogue. Mention this paper.

**THE TEMPLE PUMP CO.**

15th Place, Chicago, U. S. A.

Manufacturers of the Celebrated Diamond Wind Mills, also full line of Pumps, including Well Purifying Pumps.

**WALRATH GAS AND GASOLINE ENGINES.**

**GOLD MEDAL  
PAN-AMERICAN  
EXPOSITION.**

**POINTS OF MERIT:  
ECONOMY,  
SIMPLICITY,  
DURABILITY.**

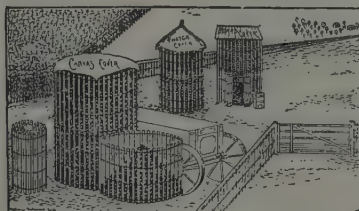
**Especially Designed  
for Grain Elevators.**

Our Portable Engines  
for General Farm  
Work Are Winners.



Send for  
Catalogue  
"E."

**MARINETTE IRON WORKS MFG. CO., Marinette, Wis., U. S. A.**

**PORTABLE CORN CRIBS.**

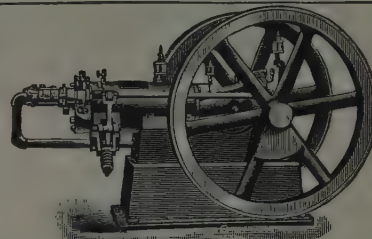
The demand for **Corn Cribs** will be enormous this season. Farmers are preparing to build new ones now. You should stop them immediately by offering our **Telescope Cribs** that are better, and at a fraction of what theirs will cost. Capacity: 125, 200, 300, 500, 800, 1,200 Bushels. Order printed matter and dozen cribs now. Price will be right.

**H E ELLIOTT & REID CO., Box 2070, Richmond, Indiana, U. S. A.**

**HOWE****HOWE**

**BORDEN & SELLECK COMPANY**  
ST. LOUIS CLEVELAND CHICAGO KANSAS CITY MINNEAPOLIS

**WHY** not be sure on weights. Howe scales are absolutely true scales. There is a certain satisfaction in having the best

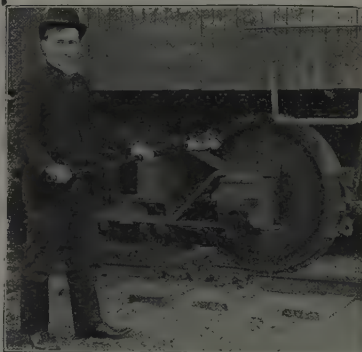


Gasoline Engines. Something always on the move. Our last year's business was satisfactory. Was yours?

**HOWE**

**"The Special Car Mover"**  
IS PUTTING IT MILD

**"The Special Train Mover"**  
IT SHOULD BE STYLED



**SHIPPED ON TRIAL**

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Sac City, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

**THE CONVEYOR CAR LOADER**

Leads in its line. Shipped on trial.

**THE INCLINE ELEVATOR AND DUMP**

and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

**H. KURTZ & SON, Sac City, Iowa.**

**FINE  
LOCATIONS**

FOR  
**ELEVATORS, FACTORIES,**

AND OTHER INDUSTRIES ON

**The Belt Railway of Chicago.**

COMPETITIVE RATES.  
AMPLE CAR SUPPLY.

ADDRESS B. THOMAS, PRES. & GEN. MGR  
DEARBORN STATION, CHICAGO.



**GAS AND GASOLINE ENGINES  
ELYRIA ENGINE CO.,  
ELYRIA, O.**

The purchasing power of a grain man's dollar reaches its climax in a year's subscription to the American Elevator and Grain Trade.

**THE "B. & C." (PATENTED)  
FRICTION CLUTCH PULLEY**  
SPECIALLY DESIGNED FOR GAS, GASOLINE AND OIL ENGINES.

Bolts directly on engine flywheel. A powerful grip, combined with a positive release. A simple mechanism enclosed in a dustproof case. The greatest ease of operation and adjustment. Write for Catalogue and Prices.

**WHITMAN MANUFACTURING Co., Garwood, New Jersey.**



**ONE Dixon's Silica Graphite Paint FOUR  
GRADE. Perfectly Protects Metal Work of Grain Elevators from Corrosion for Years. COLORS.**

Write us for Information as to its Covering Capacity, Appearance and Durability on Elevator Buildings of the Kentucky Public Elevator Co., of Louisville, Ky., Pennsylvania R. R. Co., Jersey City, N. J., and Interior Elevator Co., Minneapolis, Minn.

**JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J., U. S. A.**



**CORN CRIB**

HOLTS 400 BUSHEL :  
Can be set up in ten minutes and when empty can be used for fence. Dealers everywhere handle them. Address Mention this paper.  
**Denning Fence Works  
CEDAR RAPIDS, IOWA**

**B. S. C.  
CHAIN GRAIN FEEDER.**  
For Particulars Address  
**B. S. CONSTANT CO.**  
BLOOMINGTON, ILL.





## TO FIND THE TRAIL

THAT LEADS  
TO THE  
BEST RETURNS  
ON YOUR

**Shipments  
of  
Grain**

WILL ADD TO YOUR  
CHRISTMAS CHEER.

The signs are that it lies in the  
direction of the

**J. ROSENBAUM GRAIN CO., CHICAGO**



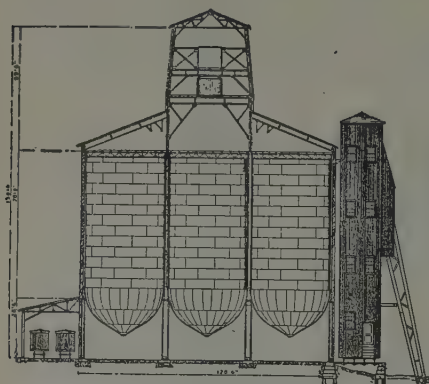
# Riter-Conley Mfg. Co.,

MANUFACTURERS, ENGINEERS, CONTRACTORS.

Grain Elevators of Steel,

ALSO

Gas Holders with Steel Tanks.



Water and Oil Tanks,  
Steel Buildings,  
Steel Stacks and  
Steel Construction of  
Every Description,

Designed,  
Furnished and  
Erected in  
All Parts of the World.

Cross section of Great Northern Elevator furnished by us at Buffalo, N. Y. Three million bushels' capacity. Steel throughout.

General Office, Water Street, Pittsburg.

Plate, Tank and Boiler Works, First, Second and Third Aves.

Structural Works, Preble Avenue, Allegheny City, Pa.

New York Office, 39 and 41 Cortlandt Street.

LONG-DISTANCE TELEPHONE CONNECTIONS.

# Dodge Manufacturing Co.

ENGINEERS, FOUNDERS, MACHINISTS,

Main Office and Works, Mishawaka, Ind., U. S. A.

Branches: CHICAGO, BOSTON, NEW YORK, CINCINNATI, ATLANTA, GA.,  
LONDON, ENG.

MANUFACTURE A COMPLETE LINE OF

## GRAIN ELEVATOR MACHINERY

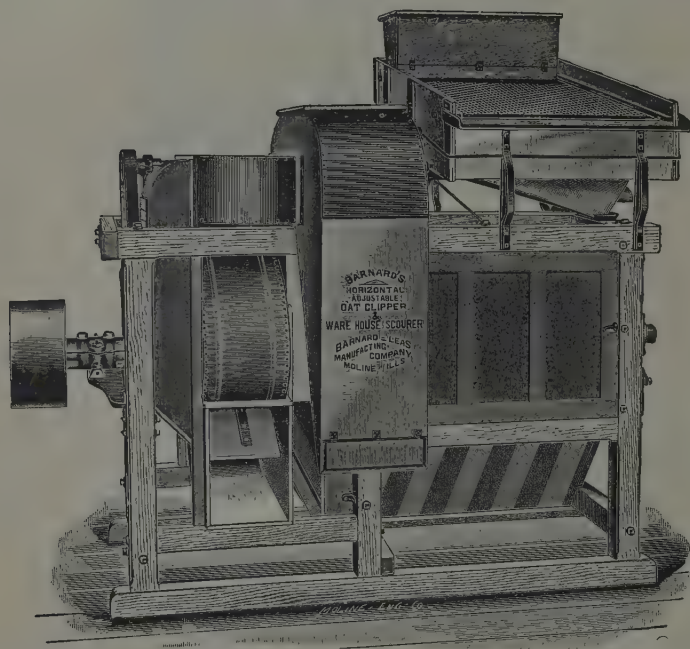
Embracing latest types of Grain Trippers, Power Shovels, Car Pullers, Belt Conveyors, Marine Legs, Spouting, Etc.; Self-oiling and Dustproof Bearings, also Dodge American System Manila Rope Transmission.

The following Grain Elevators, under construction or in operation, are among those recently equipped:

Illinois Central R. R., New Orleans, La.,	- capacity, 1,200,000 bu.
Northern Grain Co., Manitowoc, Wis.,	- " 1,200,000 "
Northern Grain Co., Council Bluffs, Ia.,	- " 750,000 "
Botsford & Jenks, Meaford, Ont.,	- " 1,000,000 "
Chicago Dock Co., Chicago, Ill.,	- " 1,000,000 "
D. H. Stuhr Grain Co., Hammond, Ind.,	- " 600,000 "
Electric Steel Elevator, Buffalo, -	- " 1,200,000 "
McReynolds & Co., Hammond, Ind.,	- " 2,000,000 "
Calumet Elevator Co., South Chicago, Ill.,	- " 1,200,000 "
Rosenbaum Bros., South Chicago, Ill.,	- " 1,000,000 "
Peavey Grain Co., South Chicago, Ill.,	- " 1,500,000 "
Chicago-O'Neill Grain Co., South Chicago, Ill.,	- " 750,000 " etc., etc.

Have the Largest Factory in the World Exclusively Devoted to the Manufacture of Power Transmitting Machinery. CATALOGUE UPON APPLICATION.

# Increase Your Profits.



**Barnard's Horizontal Adjustable Oat Clipper and Warehouse Scourer** has no equal for large capacity and superior work.

It has many valuable features not possessed by the ordinary scourer. It is adjustable while in motion. Discharges the grain the full width of the machine, thus giving the grain the full benefit of the air separation.

It is provided with a specially constructed screenings chamber which saves all the screenings. All its parts are heavy and strong and suited to hard service.

We also make Feed Mills, Corn Shellers and Cleaners, Separators, and everything needed in Mills and Elevators.

**Barnard & Leas Mfg. Co.**  
BUILDERS OF ELEVATORS  
AND ELEVATOR MACHINERY  
MOLINE, ILL.



# Do You Have Orders For the Even Weight Bag?

Wholly  
of  
Metal.



Self-Contained.

If so, we beg to call  
your attention to our

## Automatic Grain Scale

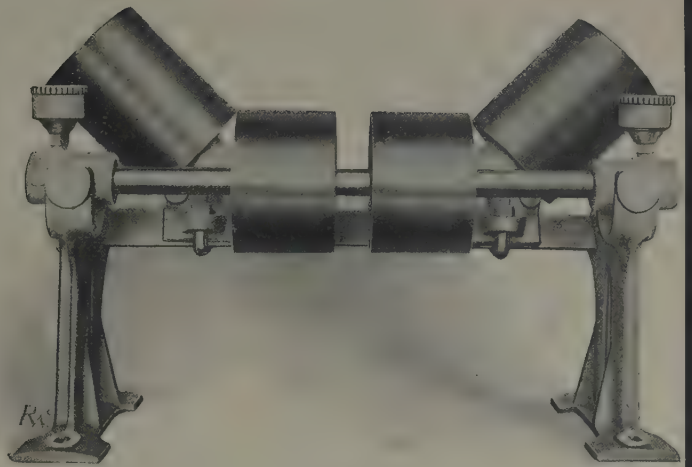
the most perfect,  
simple and reliable  
automatic weighing  
machine on the  
market. Free from  
complications and  
absolutely accurate.  
Installed under a  
strong guarantee.  
In use in many of  
the large elevators.  
Can we not interest  
you?

We Sell Outright.

## UNION SCALE & MANUFACTURING COMPANY

OFFICE AND FACTORY: 25-27 Jessie St., SAN FRANCISCO, CAL.  
WESTERN AGENCY: 302-303 Electric Block, 84 Market St., CHICAGO

# Belt Conveyor Machinery



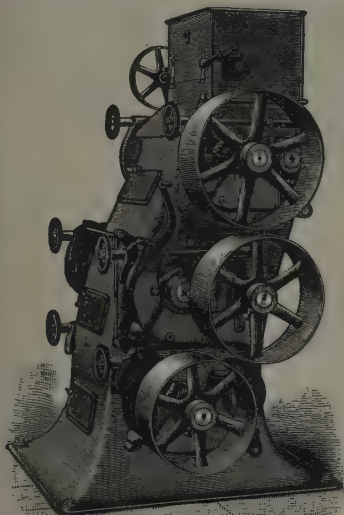
OUR Patent Self-Oiling Carriers are in use by many  
of the best modern plants in this country. We  
manufacture a complete line of the *most improved appli-*  
*ances* for belt conveyors. Our Carriers, Trippers and  
Take-ups have features that are most distinct improve-  
ments over any others on the market.

Estimates furnished on application.



Stephens-Adamson Mfg. Co.

Office and Works:  
AURORA, ILLINOIS



3-PAIR-HIGH, SIX-ROLLER MILL.

# CUSTOM WORK!

UTILIZE YOUR POWER  
BY OPERATING A GOOD MILL FOR GRINDING

**...FEED AND MEAL...**  
— IT PAYS —

WE MANUFACTURE

THREE-ROLL, TWO-BREAK MILLS, 2 Sizes.

THREE-PAIR HIGH, SIX-ROLLER MILLS, 4 Sizes.

TWO-PAIR HIGH, FOUR-ROLLER MILLS, 5 Sizes,

...And...

PORTABLE FRENCH BUHR MILLS,

85 Sizes and Styles.

SEND FOR BOOK ON MILLS.



VERTICAL  
UNDER RUNNERS,  
UPPER RUNNERS,  
PULLEY AND GEAR DRIVES.

# ELEVATOR SUPPLIES AND POWER CONNECTIONS.

ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

## DUST COLLECTORS (Tubular, Automatic).

### CUPS.

We manufacture Elevator Cups for all purposes, and make a greater number of sizes than found in any standard list. Our Cups have greater capacity than others of same rated size; for instance, our 3½x3 inch, list price 9c., has as much capacity as others 3½x3½ inch, list price 10c. Our prices are right.

CORRESPONDENCE SOLICITED.

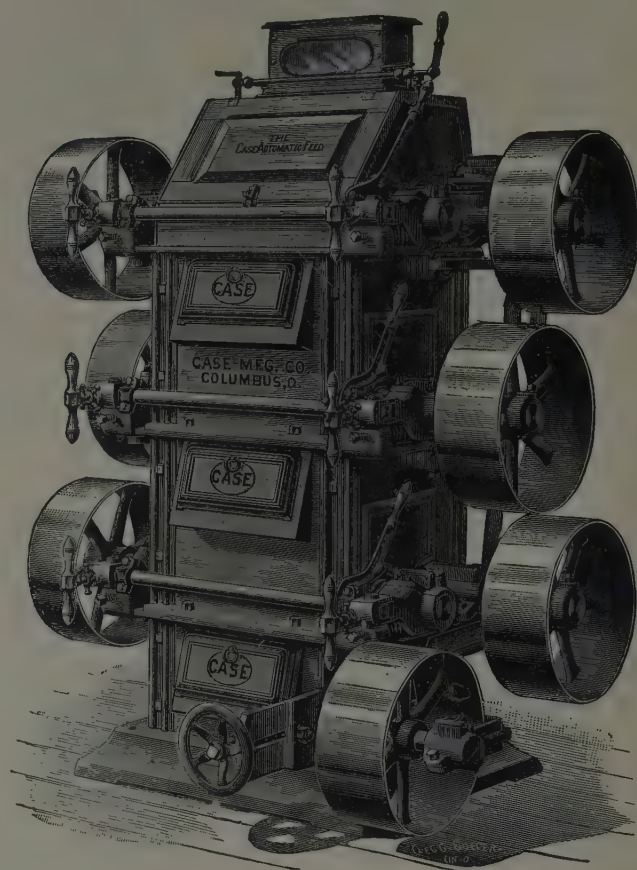
NORDYKE & MARMON CO., INDIANAPOLIS, INDIANA, U. S. A.

FLOURING MILL ENGINEERS, IRON FOUNDERS AND MACHINISTS. ESTABLISHED 1851.



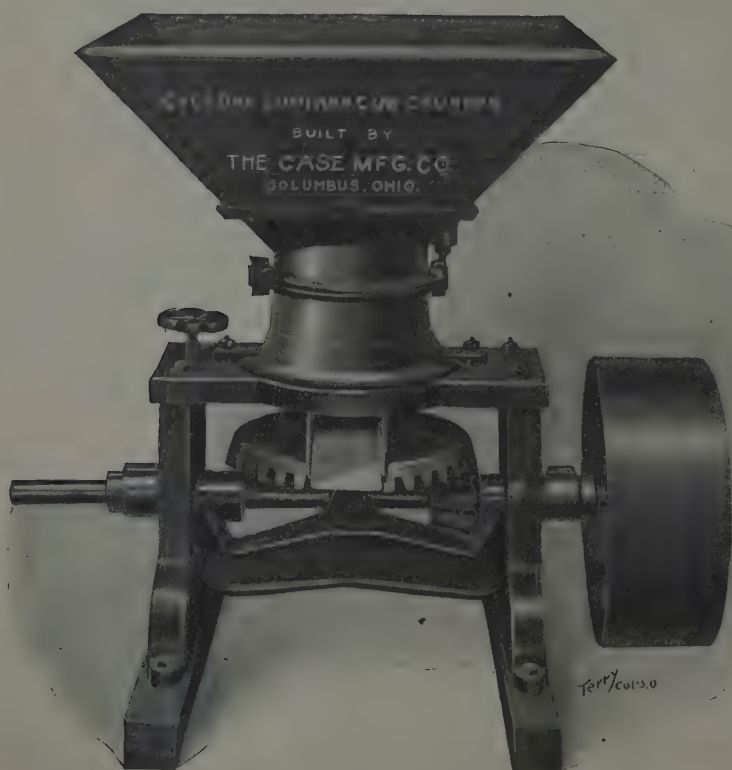
# Your Competitors Will

So why not you be fully equipped to meet the heavy demand for feed and meal this winter. The demand will come and if you are not properly equipped you will lose out on the most profitable business there is.



## Our Three-High, Six-Roll Mill

Is of the latest type, durable and thorough in construction and as a feed and meal grinder has no equal. Hundreds of them in use and not one single complaint against them.



## The Cyclone Crusher

Likewise is in a class distinctly its own; head and shoulders above all other crushers.

*Send for full descriptions and prices before you buy.*

## The Case Mfg. Co.

Columbus, Ohio.



We Own and Control the Only  
**GRAIN PURIFIER**

That is Protected by United States Letters Patent



OF course you need a Grain Purifier that will remove all traces of smut, must and mold odors, water stains, etc., and give you the highest prices for your grain, but at the same time you want protection from damage suits for using infringing devices.

Write us if you want to know what our Grain Purifier can do for you.



**The American Grain Purifier Constructing Co.**

PAID UP CAPITAL, \$250,000

Davenport, Iowa, or Kentland, Indiana

**Edward Hines Lumber Company**  
 Chicago, Illinois

*HEADQUARTERS FOR LONG, HEAVY SIZE*  
**TIMBERS**

especially selected for Scale Timbers, Special Bill Stock, etc. Also

**HEMLOCK**

We carry a large line in all sizes and lengths; it is nice soft characted stock—not “brashy” at all, as is the case with that which is generally ca ed in stock here. Excellent for construction purposes.

**Cribbing**

We continually carry a large and complete assortment of stock used for this purpose.

*REMEMBER*, we carry a stock of over 75,000,000 feet of lumber here—the largest and most complete stock ever carried by any one concern in the world, and that our facilities to handle your business are par excellence; all of this for your benefit and at your service.

Correspondence solicited and will be answered the day received. Long distance telephone, Canal No. 349.



# Conveying, Elevating and Power-Transmitting Machinery

## H. W. CALDWELL & SON CO.

### GENERAL MACHINISTS,

Western Avenue, 17th to 18th Streets, Chicago, Ill.

Eastern Sales and Engineering Office, R. 410, 95 Liberty St., New York, N. Y.

Southeastern Sales and Engineering Office, R. 411 Prudential Bldg., Atlanta, Ga.

Southwestern Sales and Engineering Office, R. 202 Trust Bldg., Dallas, Tex.

### —CALDWELL HELICOID CONVEYOR.—

Specialties for  
Grain Elevators and Mills.



THE ONLY PERFECT SPIRAL  
CONVEYOR; with Flight of One  
Continuous Strip of Metal.



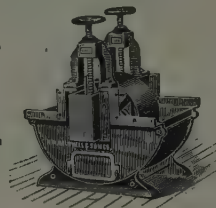
CALDWELL CORRUGATED SEAMLESS  
STEEL ELEVATOR BUCKETS.

LINK BELTING.  
SPROCKET WHEELS.  
COTTON BELTING.  
RUBBER BELTING.  
LEATHER BELTING.  
BELT CLAMPS.  
POWER GRAIN SHOVELS.  
ELEVATOR BOLTS.  
ELEVATOR BUCKETS.  
CONCRETE MIXERS.

FRICTION CLUTCHES.  
JAW CLUTCHES.  
COUPLINGS.  
FLEXIBLE SPOUTS.  
GEARING (all kinds).  
GRAIN SCOOPS.  
ELEVATOR BOOTS.  
COWSWELL MILLS.  
HANGERS.  
PERFORATED METALS.

PILLOW BLOCKS.  
IRON PULLEYS.  
WOOD PULLEYS.  
SHAFTING.  
SET COLLARS.  
SWIVEL SPOUTS.  
TAKE-UP BOXES.  
TURN HEAD SPOUTS.  
WIRE CLOTH.

Elevator  
Boot.



OUR NEW CATALOGUE No. 26 (440 PAGES, CLOTH BOUND) WILL BE SENT UPON APPLICATION.

### 4 GOOD POINTERS

—ON THE—  
Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

Write for Circulars and Prices.  
**WILLFORD MANUFACTURING CO.,**  
303 3d St. South, - MINNEAPOLIS, MINN.

### The Bosworth... Automatic Weighing Scale

FOR WEIGHING AND BAGGING  
ALL KINDS OF GRAIN.

Rapid work. Saves time.  
Accurate weight. Best investment that can be made.

Write for Circular and Prices.

### Munson Bros. Co.,

UTICA, N. Y.

## CYCLONE DUST COLLECTOR



**THE KNICKERBOCKER CO.**  
JACKSON, MICH.

### MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

Insures Mills, Elevators, Warehouses  
and Contents.

Oldest Flour Mill Mutual in America

SAVED TO MEMBERS  
NEARLY \$1,000,000.00

J. G. SHARP, Sec'y,

DES MOINES, IA.

### DUST! DUST!



GIBBS' PATENT DUST  
PROTECTOR is invaluable to operatives in every  
industry where dust is trou-  
blesome. It has been  
thoroughly tested for many  
years in every kind of dust  
and is the only reliable pro-  
tector known. Perfect venti-  
lation. Nickel-plated pro-  
tector, \$1, postpaid. Circulars  
free. Agents wanted.  
GIBBS RESPIRATOR CO.,  
34 La Salle St., CHICAGO.

### INSURANCE

ON GRAIN ELEVATORS  
AND CONTENTS

Is furnished at cost by the

MILLERS' NATIONAL INSURANCE Co.,  
of Chicago.

It is a Mutual Company which insures  
more mills and grain elevators than any  
other company in the United States.

It has been in business 26 years and its  
average annual cost for insurance to mu-  
tual policy-holders has been about one-half  
of the board rates of stock companies.

It had admitted assets, January 1, 1901,  
of \$2,828 533 69, and a net cash surplus  
over all liabilities of \$472,753.43.

The same conservative management  
which has directed the Company's affairs  
all through its prosperous existence will  
be continued.

Before placing your insurance, write to  
the Company at No. 205 La Salle Street,  
Chicago, for a copy of the circular and  
statement, which fully explains the Com-  
pany's method of insuring your class of  
property on the mutual plan. If your risk  
is up to the required standard you cannot  
afford to insure in any other company.

W. L. BARNUM, Secy.





# The "Eureka"

## DRYER AND CONDITIONER

For Drying Damp Wheat,  
Barley, Oats and Corn.

# The "Eureka"

## Wheat Washer, Whizzer and Dryer

For Completely Cleaning Smutty and  
Off Grade Wheat. Over Three Hundred  
of These Systems in Operation

WRITE FOR FULL PARTICULARS.

## THE S. HOWES COMPANY

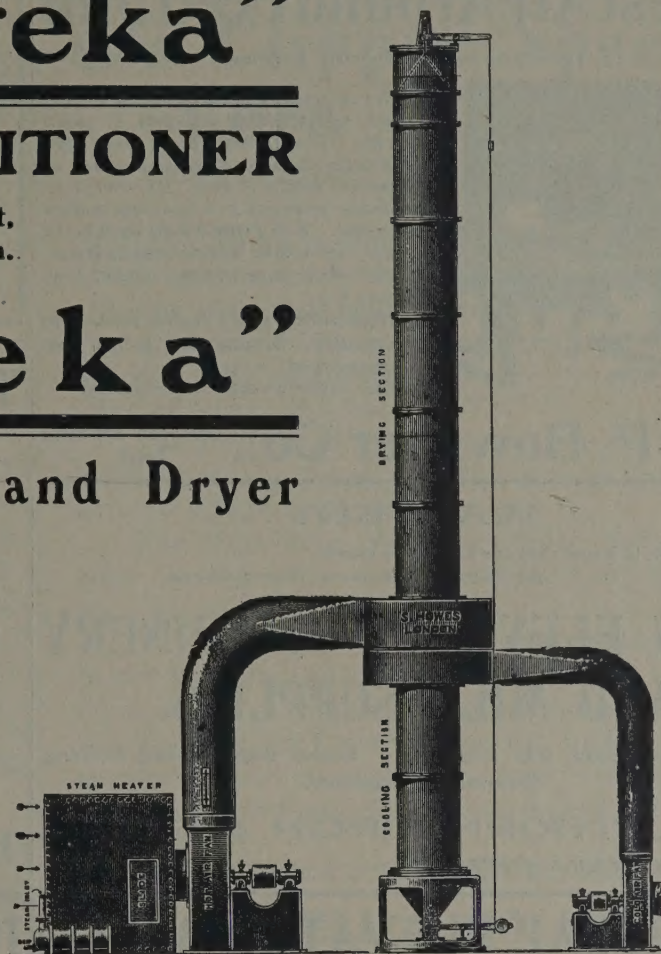
"Eureka" Works.

Established  
1856.

SILVER CREEK, N. Y.

BRANCH OFFICES

64 Mark Lane, London, Eng.  
11 Broadway, New York City.  
50 William Street, Melbourne, Australia.  
11 Traders Building, Chicago, Ill.  
5 Chamber of Commerce, Minneapolis, Minn.



(copyright)



## Why not

*put into your elevator  
a mill to grind Meal and Feed?  
The farmer uses Meal and Feed  
and he comes to your door.*

## We Make the Machines

ROLLER MILLS,  
BURR MILLS,  
DISC MILLS AND  
CRUSHERS.

WE WANT TO SEND YOU OUR BOOK

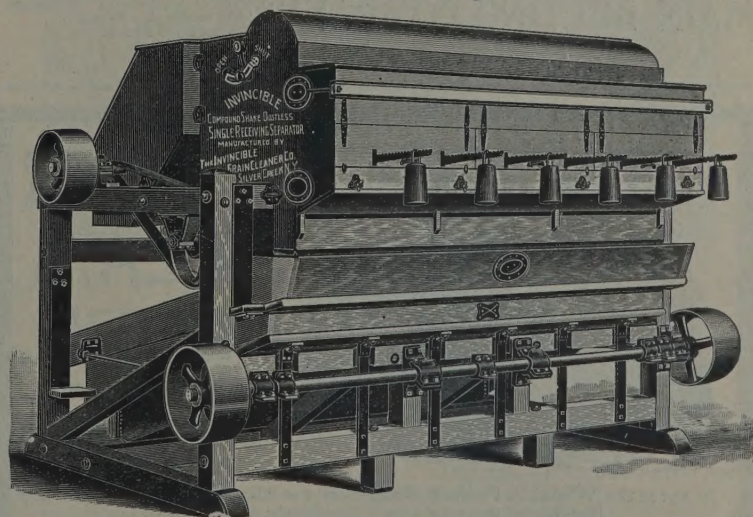
## Richmond City Mill Works

544 NORTH SIXTEENTH ST., RICHMOND, IND.

NO SHAKE, NO TREMBLE—Steadiness Itself.

## The Invincible Compound-Shake Separators

Can be placed anywhere in the elevator.  
They never shake the building but stand as steady as a rock.  
Their work is perfect.  
Write for latest catalogue.



## Invincible Grain Cleaner Company,

SILVER CREEK, N. Y., U. S. A.

Also Manufacturers of the  
Needle Screen Gravity Separator and Spiral Belt Separator.

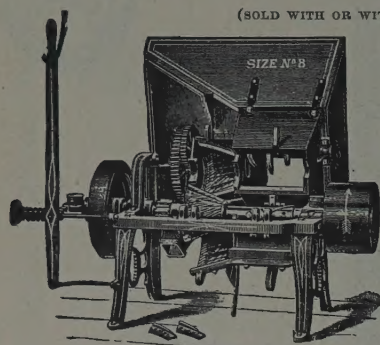
REPRESENTED BY

W. J. Scott, 94 Traders' Bldg., Chicago, Ill. Edward A. Ordway, 612 Exchange Bldg., Kansas City, Mo.  
Chas. H. Scott, 307 So. 3d Street, Minneapolis, Minn. J. N. Bacon, Blachere Block, Indianapolis, Ind.  
N. B. Trask, Lochiel Hotel, Harrisburg, Pa.



## The Best All-Around Feed Mill

(SOLD WITH OR WITHOUT SACKING ATTACHMENT)



For *crushing ear corn*, with or without shuck, and *grinding* all kinds of *small grain*. The conical burrs are *light running* and ahead of rolls or stones in speed and quality of work. Has every convenience belonging to a first-class modern feed mill. *Will grind Kaffir corn* in the head. Sold with or without bagging attachment. Made in seven sizes, ranging from 2 to 25 h. p.

*High-priced grain incites feeders to economize. Ground feed is the economical feed.*

Our catalogue sent for the asking.

**The N. P. Bowsher Co.,** South Bend, Ind.

### WANTED:

You to know that our firm name stands for STANDARD GOODS at RIGHT PRICES.

## GRAIN ELEVATOR MACHINERY AND MILL SUPPLIES.

Power Transmission, Gas Engines. Steam Engines and Boilers. Estimates Furnished.

**H. L. THORNBURGH & CO.,**

245-247 SO. JEFFERSON STREET, CHICAGO.

## "THE IDEAL ELEVATOR BELT."



For Elevating, Conveying and Power-Transmitting

## LEVIATHAN BELTING

Gives the best results. Holds buckets firmly and securely, and resists heaviest strains. Will do 50% more work than the best rubber belt, and will outlast three of the same. Its record for nineteen years handling grain, stone, sand, ore, coal and clay substantiates our claim. Belts warranted uniform throughout. Made of any width up to 100 inches, and any length up to one mile.

**MAIN BELTING COMPANY,** 1219-1241 Carpenter St., Philadelphia. 55-57 Market St., Chicago. 120 Pearl St., Boston.

SEND FOR PRICE LISTS AND SAMPLE.

WHY NOT USE THE ORIGINAL

## CUTLER STEAM DRYER,

Which is also a successful

Wheat Heater or Temperer or Dryer for Washed Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry Malster's, Brewer's and Distiller's Wet Grain.

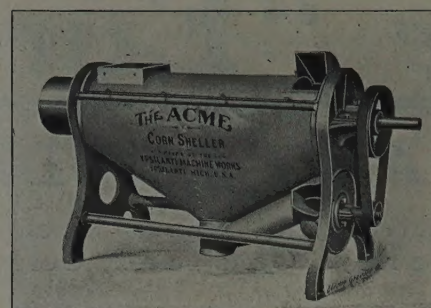
Not an Experiment. In successful use 25 years drying

CORN MEAL AND HOMINY, BREWERS' GRITS AND MEAL, BUCKWHEAT, RICE AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double the capacity of any other Dryer sold for same price.

**THE CUTLER CO.,** North Wilbraham, Mass.

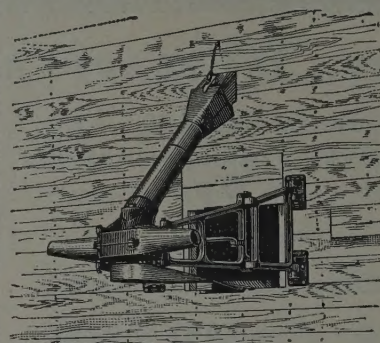


## The Acme Corn Sheller

Manufactured by

YPSILANTI MACHINE WORKS, YPSILANTI, MICH.

## The New Century Car Loader



Loads both ends of a car at the same time.

Loads any size car from end to end and full to roof, without the aid of hand labor.

Nothing to get out of order and cause trouble.

Guaranteed to load shelled corn, wheat, oats or rye from 2,500 to 3,000 bushels per hour, with but very little power required to operate.

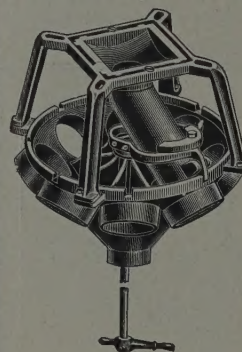
Will not crack or grind the grain.

Sold subject to 30 days' trial.

Write for Catalogue giving full particulars.

**The Ideal Car Loader Co.,** Allenville, Ill.

## The Improved Hall Automatic Overflow Signalling Grain Distributor

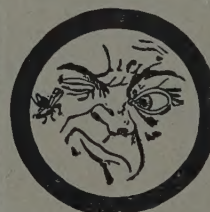


Is unrivalled and unapproached by any known device for grain distribution in the world. All the distributors save only this mix grain in the process of distribution. Mixing grain is wasting money and it is the most wasteful feature in the grain business. The dockage at destination sums it up with unerring accuracy and is a part of the COST OF YOUR DISTRIBUTOR. Our device is

SIMPLE, ACCURATE, POSITIVE, ECONOMICAL, EFFICIENT, DURABLE, PERFECT.

Illustrated descriptive booklet mailed upon request. Send for one and be convinced.

**HALL DISTRIBUTOR CO.,** 506 First National Bank Bldg., OMAHA, NEB.



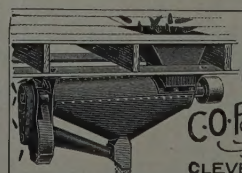
This Man Has Troubles. You can Reduce Yours by Using

## The Spear Sample Envelope.

When you send your grain samples in these envelopes you have the assurance that it will arrive safely at destination.

Easily and Securely Fastened.

**Heywood Manufacturing Co.** MINNEAPOLIS, MINN.



TRIUMPH POWER CORN SHELLER CO. BARTLETT & CO. CLEVELAND O.

## JEFFREY CHAIN AND RUBBER BELT CONVEYORS

NEW CHAIN CATALOGUE No. 72 NOW READY. SEND FOR COPY

Our machinery can be adapted to the handling of material of all kinds, bulk or package, any size, any distance.

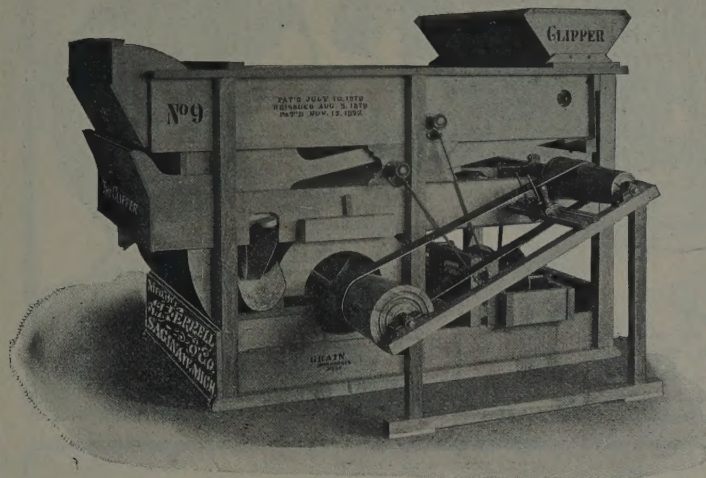
ADDRESS US BEFORE PURCHASING



Jeffrey Detachable Chain.

**THE JEFFREY MFG. CO.,** COLUMBUS, OHIO, U. S. A. NEW YORK. DENVER





**No. 9 SPECIAL CLIPPER CLEANER**  
With Traveling Brushes and Special Air Controller

## The Clipper Special Corn Cleaner

**T**HIS Cleaner is especially adapted to handling all varieties of field and sweet corn.

The Air Controller provides for an extra strong, heavy blast, which is regulated to carry off all chaffy, shrunken kernels and all husks, silks, pieces of cob, etc.

The Perforated Zinc Screens are selected to take out all "bullhead" or "tip" grains if desired, leaving a high grade of corn.

The Traveling Brushes keep the screens clear, adding to the results obtained and increasing the capacity of the Cleaner.

This machine will require less than two horsepower for cleaning corn or other grain and has no equal for elevators of medium capacity.

The Clipper Cleaner is easy to install, simple to operate, and gives the very best results. Write for our sample Plate of Perforations and Catalogue.

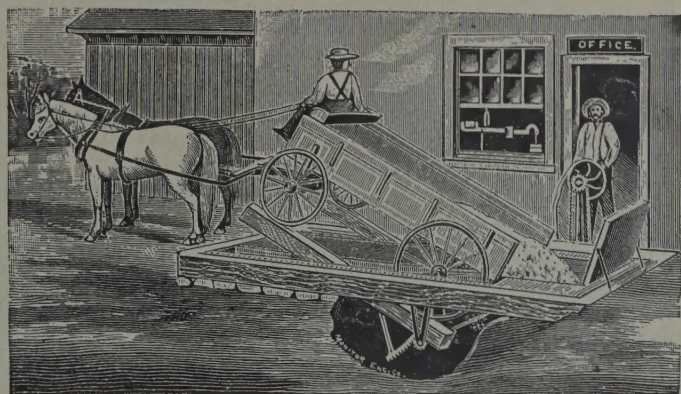
**A. T. FERRELL & CO., SAGINAW, MICH.**

## DRYING GRAIN BY NATURE'S OWN METHOD

Means something more than merely kiln drying it. It means the putting of every kernel into its normal condition. You can do this, but only in a Paine-Ellis Drier. It will handle with equal facility grain containing 50 per cent moisture to that simply damp and musty. It will operate successfully and rapidly at a temperature as low as 110 degrees; a point that practical millers and elevator men will appreciate. Adapted to a wide range of usefulness. Millions of bushels successfully handled annually. Write us for particulars. :: ::

**The Paine-Ellis Grain Drier Co.**  
53 Chamber of Commerce, Milwaukee, Wis.

## Gold Dollars



At FIFTY CENTS apiece are CHEAP, but they do not represent a better investment than we offer the "elevator and grain trade" in our

## Controllable Wagon Dump.

WINCHESTER, ILL., February 4, 1896.

**MESSRS. SAVAGE & LOVE CO., Rockford, Ill.**

GENTLEMEN:—Your favor of the 28th ult. received and noted. Last July I put one of your Controllable Wagon Dumps in a Fairbanks, Morse & Co.'s 22-ft. scale, and it has given me entire satisfaction in every respect. In this locality the bulk of grain is as yet handled in sacks, and by tipping the Dump about one-half it makes a nice slant, making it very easy to pull the sacks to back end of wagon, where strings are cut and grain runs out into bin below. Every farmer, without exception, speaks in glowing terms of the merits of this Dump. In unloading loose grain from wagon there is no dump that will equal yours in being easily handled and always under control of operator. No scaring horses, no dropping of wagon and no noise. I consider a grain elevator incomplete without the Savage & Love Controllable Wagon Dumps.

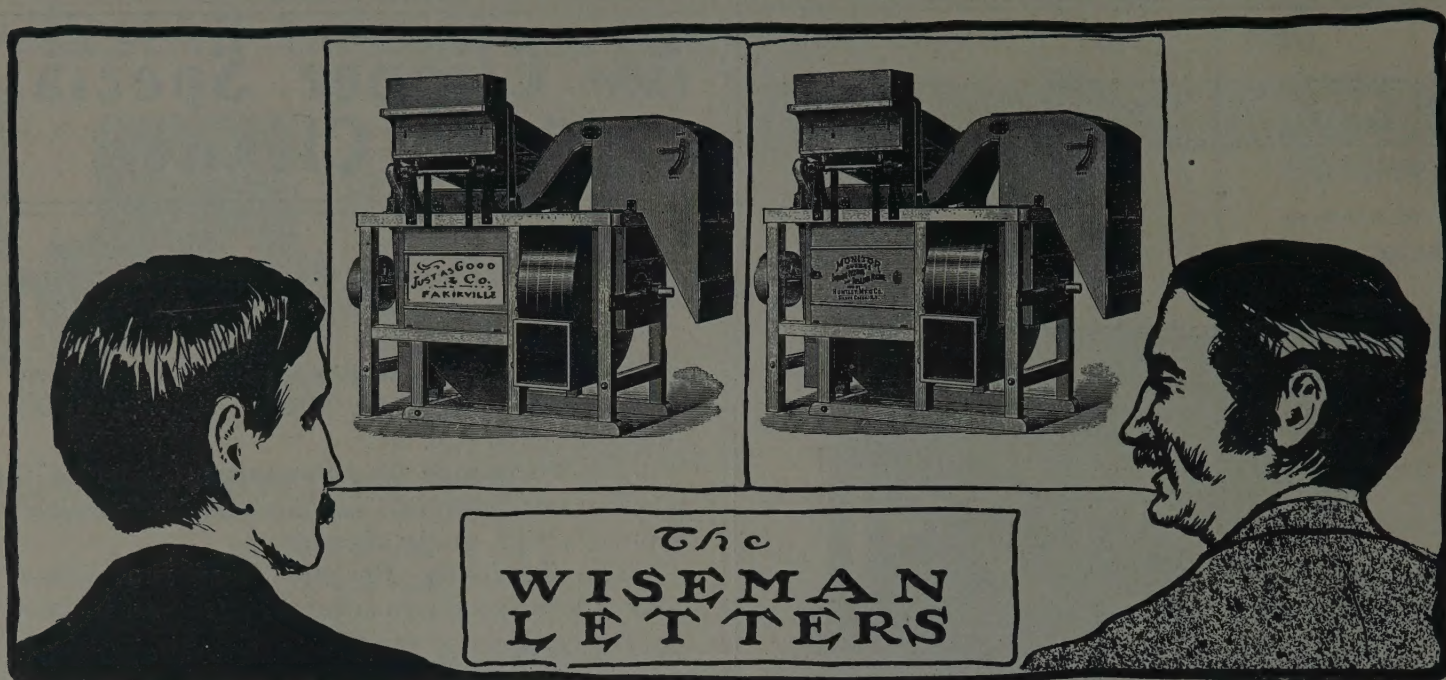
Yours truly,  
M. C. WOODWORTH.

MANUFACTURED ONLY BY

**THE SAVAGE & LOVE CO., Rockford, Ill.**

FAIRBANKS, MORSE & CO., S. Paul, Minn., Northwestern Agents.





## Appearances Are Deceptive.

DEAR JOHN:—

"One swallow does not make a spring," as the old saying goes, and a good coat does not make a gentlemen.

I have just found this out in the Grain Cleaning Machine business. Some months ago I wanted to put some machinery in our grain cleaning department. It got noised about among manufacturers, and I had eight or nine representatives in to see me.

I think it would be generally conceded that the Monitor Machines are the best machines made to-day, but you know how it is when a man comes to buy an article; he does not always look at that article the same way as if he would advise somebody else, and I confess that I was bitten with the idea of saving \$100. The remarkable thing about it is that so many of the machines looked alike. They all seemed to model them on the Monitor Machine, and all the manufacturers seemed to make it their tune that their machines were just as good as the Monitor. I did not pay much attention to this phase of the subject until afterward, and it struck me that it was a pretty good advertisement for the Monitor because I think you will agree with me whenever a man commences to run down a competitor or to claim that his goods are just as good as the competitor's, it is about time you are looking into the validity of the claims of that competitor.

You can't judge a machine by its looks. I had a Huntley catalogue—there was the Monitor Scourer. Well, I do not know whether you will believe me or not, but when I had a picture of the competing machine showed me I could not tell the difference between the two of them to save my life. Just like two grains of wheat. One was priced on the plan of "get what you can." The Monitor people said: "We sell on the basis of results."

I thought I knew a great deal about Grain Cleaning Machinery, so I said: "All right, try the Just-as-Good & Co." The long and short of it is, Do not buy a machine on its appearance; buy it on reputation. I never knew how poor the machine could be until I had Just-as-Good kind in my place.

The Huntley people never make a claim they cannot back up with results. In their Scouring and Separating Machines, for instance, I got three times the amount of scouring that I could get out of any other machine; I got my grain highly polished; I got a smooth, unbroken bran; it left the wheat whole and cost less to run it.

You would not think these things true to look at the machine, but the beauty comes out when you work it.

Yes sir, appearances are mighty deceptive, though, my dear fellow, when you want to buy Grain Cleaning Machinery do not buy of the imitator. He travels on his face. It may cost you a little more money to have the genuine article, but there is a lot more satisfaction in having it.

I may tell you about the little experience I had some day soon.

As ever,

SAMUEL WISEMAN.

### The Monitor Line Includes:

Monitor Dustless Warehouse and Elevator Separator  
 Monitor Dustless Oat Clipper  
 Monitor Dustless Warehouse Smutter

And a full line of special grain cleaning machinery for any and all kinds of uses.

# Huntley Manufacturing Co.

Silver Creek, New York.